

**AGE**  
**Ve, Anyway?**

James Madison's Virginia Plan from the Convention's agenda, but apparently down by Charles Pickens of South Carolina by historians, who have variously been fudging one version of it and Madison's significant mention of it.

We know that the Constitution's framers which led off with "We the People" was a five-man committee of Detail, was the president. After the Convention as the draft for five weeks into the five systems into literary form. The original Governmental Model of Pennington's original proposal, as the original draft of the letter "We the People" was written by Madison, who wrote it in 1787. "We the People" was the first line of the Preamble of the Constitution. The Preamble had done a lot of work in the five weeks of the Convention. It was the first line of the Constitution. It was the first line of the Constitution. It was the first line of the Constitution.

So, straightaway, in the first line of the Constitution, it could have used the form "We the People" as the first line of the Constitution. It was the first line of the Constitution. It was the first line of the Constitution. It was the first line of the Constitution.

A more stable peace in the world would have been achieved if the framers of the Constitution had used the form "We the People" as the first line of the Constitution. It was the first line of the Constitution. It was the first line of the Constitution. It was the first line of the Constitution.

**The Global Newspaper**  
Edited and Published in Paris

Printed simultaneously in Paris, London, Zurich, Hong Kong, Singapore, The Hague, Marseille, Milan, Rome.

**Herald INTERNATIONAL Tribune**

Published With The New York Times and The Washington Post

هكلمن الأهرام

Algeria... 400 D... 115 B... 1000 D...  
Australia... 200 A... 100 A... 1000 A...  
Belgium... 200 B... 100 B... 1000 B...  
Canada... 200 C... 100 C... 1000 C...  
France... 200 F... 100 F... 1000 F...  
Germany... 200 G... 100 G... 1000 G...  
Italy... 200 I... 100 I... 1000 I...  
Japan... 200 J... 100 J... 1000 J...  
Spain... 200 S... 100 S... 1000 S...  
U.S.A... 200 U... 100 U... 1000 U...  
U.K... 200 K... 100 K... 1000 K...  
USSR... 200 R... 100 R... 1000 R...  
West Germany... 200 W... 100 W... 1000 W...  
Yugoslavia... 200 Y... 100 Y... 1000 Y...

No. 32,521 38/87

PARIS, TUESDAY, SEPTEMBER 15, 1987

ESTABLISHED 1867



Robert H. Bork

**Bork Battle Goes to the Senate**  
As Ideologies Clash, 1988 Politics Add to the Drama

By Linda Greenhouse  
*New York Times Service*

WASHINGTON — The Senate battle over the confirmation of Judge Robert H. Bork to the Supreme Court, which formally begins Tuesday when Judge Bork goes before the Judiciary Committee, holds the potential for enormous political gain or peril for many of those involved.

Coming at a crucial moment in the history of the court and in the national political cycle, President Ronald Reagan's nomination of one of the country's best known conservative legal scholars has galvanized the entire ideological spectrum like no other court nomination in recent memory.

The fact that four senators are running for president only adds fuel to an atmosphere that would be highly charged in any event because of its inevitable focus on issues such as abortion and school prayer.

The four include the chairman of the Judiciary Committee, Joseph R. Biden Jr., Democrat of Delaware, who opposes the nomination and whose conduct of the hearings, which are expected to last two or three weeks and be nationally televised, may well determine his political future. They also include Bob Dole of Kansas, the Republican leader of the Senate, who is making his support of Judge Bork a centerpiece of his presidential bid.

Recent polls show the public closely divided on the nomination but receptive to the argument of



SEOUL MEETING — The South Korean opposition leaders Kim Dae-jung, right, and Kim Young-sam met Monday but failed to agree on which of them should run in the presidential elections in December. In Washington, President Ronald Reagan met with Roh Tae-woo, the candidate of the ruling party, but the White House said there was no endorsement and that the U.S. leader would welcome visits by opposition candidates.

**Reagan Presents Draft Pact**  
Arms Proposal Includes Strict Verification

By Lou Cannon  
*Washington Post Service*

WASHINGTON — President Ronald Reagan announced Monday that a revised version of a U.S. draft treaty that would eliminate U.S. and Soviet medium- and shorter-range nuclear missiles had been proposed by the United States in Geneva.

In a statement issued on the eve of a meeting here with the Soviet foreign minister, Eduard A. Shevardnadze, the president said that the new treaty would contain "the most stringent verification regime of arms control agreement in history."

The key elements of the so-called "double zero" proposal presented by U.S. negotiators in Geneva would eliminate the intermediate-range missiles within three years and the shorter-range missiles within one year. It would also ban any modernization, production or flight-testing of any of these missiles.

Meanwhile, U.S. and Soviet sources in Washington expressed optimism that a treaty would be completed and signed at a prospective summit meeting in the United States in late November. But these sources said they did not expect the treaty to be completed or the date of a summit meeting to be announced this week, when Mr. Shevardnadze will hold three days of talks with Secretary of State George P. Shultz.

In his statement, Mr. Reagan said "difficult issues remain to be resolved, including verification."

When Mr. Shevardnadze meets Tuesday with Mr. Reagan, he will bring with him a personal letter from Mikhail S. Gorbachev, the Soviet leader, to the president. U.S. officials said they did not know what the letter contained but expressed doubt that it included a proposal for summit meeting dates.

The chief White House spokesman, Martin Fitzwater, announced that Mr. Reagan will preside at a ceremony in the White House rose garden on Tuesday at which Mr. Shultz and Mr. Shevardnadze will sign an agreement to establish "nuclear risk reduction centers" in Washington and Moscow.

**Treaty Revision Outlined**

Sources in Geneva said the modifications offered in the revised treaty covered several areas. Reuters reported from Geneva.

They are:

- The United States would accept the Soviet view that the treaty ban all intermediate-range missiles, whether they carry nuclear or conventional warheads. Washington had wanted to leave open the possibility of deploying new missiles with the conventional warheads.
- The U.S. side would accept the Soviet view that all missiles must be destroyed at agreed sites and under joint supervision. Some U.S. officials had wanted to destroy cruise missiles covered under the pact by using them as decoys in experiments for the Reagan administration's proposed space-based missile defense system.
- Washington would show more flexibility on a timetable for destroying the missiles. The United States had demanded that Moscow start first because it has a more missile.

**Militant Tamils Kill at Least 25 Rivals**

Compiled by Our Staff From Dispatches

COLOMBO, Sri Lanka — The most militant of the Tamil separatist groups has killed at least 25 persons in eastern Sri Lanka, and officials reported the death toll at more than 100.

A spokesman for the Liberation Tigers of Tamil Eelam said the group acted to protect itself from rival Tamil guerrillas. Police and residents in Batticaloa said the Tigers shot unarmed members of three other groups in sudden attacks Sunday across the eastern coastal district.

"This is butchery, absolute butchery," said the Batticaloa police chief, Nimal de Silva. "The Tigers are hell-bent on annihilating the other groups."

Other officials said rival Tamil groups were involved in a gun battle in the Batticaloa district Monday. The officials said sporadic clashes had been reported in at least 10 areas in and around Batticaloa, 190 miles (300 kilometers) east of Colombo.

Dozens of civilians were killed or wounded in the crossfire, officials said.

A police spokesman said he could officially confirm only 25 deaths. Reports were awaiting detailed reports from remote villages.

A local Catholic priest said at least 148 persons had died in the Batticaloa region and a neighboring district Sunday and Monday. Schools and shops reportedly closed and people remained indoors.

The Tigers have had several clashes recently with rival groups in northern and eastern Sri Lanka. About 70 people were reported killed in those attacks.

The victims were from the Eelam People's Revolutionary Liberation Front, the People's Liberation Organization of Tamil Eelam and the Tamil Eelam Liberation Organization.

Mr. de Silva, the police chief, said almost 70 members of the three groups surrendered to police and Indian peacekeeping troops on Monday, seeking protection from the Tigers.

Unlike the Tigers, the other groups support an Indian-backed agreement, signed July 29, that ended four years of ethnic war in Sri Lanka. The Tigers emerged as the dominant rebel force in the fighting, and occasionally massacred other groups to maintain this position.

The latest killings, coming seven weeks after the accord by India and Sri Lanka brought a cease-fire in the conflict with government forces, caused shock in Batticaloa.

"It's one-sided," said Batticaloa's Roman Catholic bishop, Joseph Kingsley Swamipalli. "It's just been a massacre of unarmed people."

A Batticaloa resident said a group of citizens met Tiger representatives Monday evening and were told by the rebels that they had acted in self-defense.

"They said they were forced to resort to this action because of

**Kiosk**

**EC Officials Bar Morocco's Entry**

BRUSSELS (Reuters) — Foreign ministers from the European Community offered to forge closer links with Morocco Monday but made it clear that the country's bid to join the EC was doomed.

Foreign Minister Uffe Ellemann-Jensen of Denmark, the EC president, said at a news conference that the ministers had agreed to send a quick response to Morocco's request to join the community but had reiterated that membership was restricted to European nations.

The French minister for European affairs, Bernard Bosson, said: "We must define how to work with the Moroccans to establish a system of greater political cooperation. We must not encourage false hopes but look for concrete ways to reply to Morocco's request."

**In Ethiopia, Sense of Déjà Vu With Renewed Threat of Famine**

By Blaine Harden  
*Washington Post Service*

ADDIS ABABA, Ethiopia — It is happening again.

The rains have failed in the north and central highlands. Fields of grain are wilted, dying or dead. About five million people are estimated to be at risk. Ethiopia, one of the poorest countries in the world, is sliding inexorably toward another food emergency.

The government here asked Western donors last week for about one million tons of food, only slightly less than the West delivered in the huge food relief operation of 1985.

Western donors agree that a sudden and severe drought in June and July has made Ethiopia vulnerable to another famine. Rainfall in some areas was as low or lower than in 1984 and 1985. Donors said Ethiopia's food request, if anything, understates the seriousness of the coming food shortage.

The U.S. Embassy has sent an emergency request to Washington asking that 115,000 tons of food be dispatched to Ethiopia immediately. The European Community and the United Nations World Food Program are considering requests for immediate shipment of another 85,000 tons of food. It takes four or five months for promised food to be delivered to Ethiopia's rural highlands.

The Ethiopian government and major donors warn that unless about 200,000 tons of food aid arrives by the first of the year, famine conditions, with mass movements of destitute and starving people, will begin in the northern regions of Eritrea and Tigre.

A U.S. government survey last month reported a total crop failure in Eritrea and a 75-percent crop loss in Tigre.

As particulars on the drought were released, an elaborate, weeklong national celebration in Addis Ababa evoked an eerie sense of déjà vu.

More than 7,000 Ethiopian soldiers paraded Sunday through Revolution Square. They were followed by an armada of Soviet-made tanks, rocket launchers, field cannon and 20-foot-long (six-meter-long) missiles. Tens of thousands of uniformed children

**Firms Want U.S. to Spare Toshiba**

By Susan F. Rasky  
*New York Times Service*

WASHINGTON — Arguing that a proposed ban on imports of Toshiba Corp. products could cost U.S. businesses billions of dollars, a handful of America's largest and most influential corporations have begun a concerted lobbying effort to block the legislation.

For more than a month, lawmakers have been hearing from American distributors of Toshiba products and from employees of Toshiba-owned subsidiaries in the United States, who fear their livelihoods would be threatened by the import ban.

But it is only in the last week that leading U.S. companies for whom Toshiba is a supplier — in some cases the sole source of a custom-made product — have begun organizing to present their case against the sanctions.

The ban aims to punish the Japanese electronics giant for the sales of restricted propeller-milling equipment by a subsidiary, Toshiba Machine Co., to the Soviet Union.

The lobbying effort by these leading companies is expected to shift the focus of the emotional debate from national security to economic issues.

"We're talking about major multinational and consumer electronics companies," said Paul Freedberg, assistant secretary of commerce for trade administration. "There are a whole slew of household names that have a relationship with Toshiba."

Congressional aides and industry officials say the companies include AT&T, General Electric, Hewlett-Packard, Hooyewell, IBM, Motorola, Rockwell, United Technologies and Xerox.

Most of the companies have been reluctant to come forward publicly, fearing that they might be tainted by revealing an association with Toshiba, and that they would suffer in the marketplace if competitors knew that their production might be disrupted by a lack of

**'Smokeless' Cigarette Is Rolled Out**

The Associated Press

NEW YORK — R.J. Reynolds Tobacco Co. said Monday that it was developing an almost smokeless cigarette that does not burn tobacco and that greatly reduces the production of substances linked to health problems.

"We think this will be the world's cleanest cigarette," said Edward A. Horrigan Jr., chairman and chief executive officer of the company, a subsidiary of R.J.R. Nabisco Inc.

Mr. Horrigan said the company hoped to test-market it next year.

Containing 70 percent of the tobacco of an 85 millimeter cigarette, the new product is still lighted in the same way, and lasts as long. But the tobacco itself does not burn. Instead, a carbon heat source at its tip generates warm air that passes through tobacco extract, flavorings and glycerine to form smoke that tastes like cigarette smoke.

The cigarette includes carbon monoxide and nicotine at the level of low-tar brands, he said, but since the tobacco remains intact, most of the combustion products linked to cancer and other health concerns are eliminated or greatly reduced.

Mr. Horrigan said Reynolds felt that it had to "address the perceptions" about health problems, but added: "We're not saying it's a safe or safer cigarette."

R.J.R. Nabisco's stock initially rose Monday on the New York Stock Exchange, but closed at \$66.75, \$1 down from Friday.

Smokers "are going to question whether the product gives them the same sensation and flavor," said Dave Brennan, head of Smoker's Rights Alliance, based in Phoenix, Arizona. "The smoke itself is part of the satisfaction."

D. Layton Davis, director of the Tobacco and Health Research Institute at the University of Kentucky, said the lack of burning tobacco would eliminate dangers from tar.

But there could be dangers associated with the heat element, said Paul Middendorf, a research scientist at the Georgia Institute of Technology. "We don't know what else is going to be given off."



Copenhagen police conducting one of their sporadic drug raids earlier this year in the "Free State of Christiansia."

**Commune's Violence, Drugs Test Danes' Tolerance**

By Howell Raines  
*New York Times Service*

COPENHAGEN — Life is going smoothly in much of Denmark, but just about everyone concedes that things are not going well in the "Free State of Christiansia," in the heart of Copenhagen.

Drug addiction, alcoholism, disease and pollution have long been rife in the self-proclaimed anarchist-hippie nation of 800 adults and 200 children, which was established 16 years ago.

Now, violence and racism are visible, too, despite Denmark's reputation for peace and tolerance.

On a recent sunny day a young black man pedaled his bicycle past the teen-age hashish dealers who hang out under the white bird-of-peace sign marking the entrance to Christiansia's 80 acres (30 hectares) of barracks, woodland and handmade houses.

A slender blond girl in tight jeans kicked the tires of the visitor's bike to try to turn him away. A blond boy called him the Danish equivalent of "black SOB."

In an instant they were fighting. The white youth pulled a pistol and bashed the black man in the face. An older white man, one of the aging hippies from the nearby bars, intervened and allowed the black man to get away.

No police officers came. Except for sporadic drug sweeps, Christiansia is without such protection.

Within moments, the teen-age dealers were hawking again. Nearby, the older dealers chopped up bricks of Moroccan hashish on the steel tables in the open-air drug market called Pusher Street.

Life flowed on in Christiansia, a noble experiment that many say has turned into a Frankenstein's laboratory.

The experiment began in 1971 when young squatters took over a base that was being abandoned by the army.

Today, the four cardinal principles of their vision of an Aquarian community — no hard drugs, no violence, no weapons, no cars — are in tatters.

Christiansia's future is a matter of dispute among politicians, the area's estimated 200 pushers, who regard it as one of the great drug malls of Europe, and a dwindling band of resident idealists such as Henrik Gøttlieb.

"I'm sorry you had to see that," Mr. Gøttlieb said of the racial assault at the main entrance. "That corner is so heavy. I tell visitors to Christiansia to use the side entrances."

Mr. Gøttlieb, treasurer of the residents' council, is one of the community leaders urging the government to deal with the social problems thriving only a few blocks from Christiansborg Palace, which houses the Danish parliament, the Folketing.

He complains that city officials are content

**John Paul Urges Compassion for AIDS Victims**

PHOENIX, Arizona — Pope John Paul II, in his first reference to AIDS since arriving in the United States, said on Monday that Roman Catholics must show love and compassion to victims of the disease.

On the fifth day of his tour the pope also strongly defended the church's stance on medical ethics including its opposition to test-tube babies, abortion and euthanasia.

John Paul, who will meet AIDS victims for the first time on Thursday in San Francisco, said the spread of acquired immune deficiency syndrome was a crisis of immense proportions.

Reviewing the church's stance on moral issues in medicine and research, the pope told Catholic doctors and health workers that they faced new challenges and new needs.

"One of them is the present crisis of immense proportions which is that of AIDS and AIDS-related complex," he said. "As you courageously affirm and implement your moral obligation and social responsibility to help those who suffer, you are, individually and collectively, living out the parable of the Good Samaritan."

Elizabeth Dole told President Reagan on Monday that she would resign as secretary of transportation to help her husband's presidential campaign. Page 2.

**GENERAL NEWS**  
Belgium is to send mine-sweepers to the Gulf, joining the United States and four other European nations. Page 2.

**ARTS/LEISURE**  
The problems a woman faces are many — and real — says the author of a new book. Page 7.

**BUSINESS/FINANCE**  
A Hong Kong property developer bought 4.9 percent of Cable & Wireless PLC for \$385 million. Page 11.

**Special Today**  
Luxembourg is courting private clients with hefty assets to bolster its position as an offshore financial center. A special report, Pages 15-18.

Dow closes UP 4.30  
The dollar in New York:  
DM 1.816 1.6365 144.55 6.0695  
Yen FF

In Lucerne, your preferred choice is the Grand Hotel National

Very intimate, very private and very personal, with its charming suites, garden terraces and breathtaking views of Lake Lucerne and the Swiss Alps.

United States, Canada, Caribbean, Europe and Far East. For reservations call your travel planner or: France (1) 42-27-00-07, Frankfurt (069) 23-03-04, London (1) 409-0814, Stockholm (08) 21-75-25, Switzerland 046-05-45-45, Sydney (02) 358-5011 or toll-free (08) 222-112, Tokyo (03) 276-8118.

The flavour of an island in a single malt.



Isle of Jura SINGLE MALT SCOTCH WHISKY

Belgium Joins Nations Sending Minesweepers To Patrol in the Gulf

BRUSSELS — Belgium announced Monday that it was sending minesweepers to the Gulf to join naval forces from the United States, France, Britain, Italy and the Netherlands. Prime Minister Wilfried Martens said Belgium would send two minesweepers and one support vessel to help ensure free navigation. He said the force would work in close cooperation with other European allies. Mr. Martens said that the Belgian ships would begin the five-week voyage within the next eight days. Their orders were for a four-and-a-half-month mission, but this could be cut short if necessary, he added. The spotlight had moved to Belgium after Italy and the Netherlands recently ended months of uncertainty by deciding earlier this month to send warships. The Belgian decision came only hours after European Community foreign ministers met in Brussels and reviewed the increasing involvement of West European navies in the region. Britain, France and the United States are all escorting ships through the Gulf to protect them from attacks in the Iran-Iraq war and guarantee freedom of navigation in the strategic waterway. The Soviet Union also has naval forces in the Gulf. In the Gulf, shipping surged through the Strait of Hormuz on Monday, taking advantage of a lull in air and sea attacks brought on by a United Nations peace mission to Iran and Iraq. In Paris, Defense Minister André Giraud said Monday that France's minesweeping force had reached the Sea of Oman and had started hunting for mines in international waters near the mouth of the Gulf. In Washington, the U.S. Defense Department said the ninth convoy being escorted by U.S. warships entered the Gulf on Sunday and successfully passed through the Strait of Hormuz.

UN Chief Visiting Iraq Alan Cowell of The New York Times reported from Baghdad: As Iran and Iraq charged each other with renewing hostilities, the United Nations secretary-general, Javier Pérez de Cuellar, met Monday with Iraqi leaders in Baghdad in the final stages of an effort to end the seven-year Gulf war. Western diplomats said there had been little indication that the UN official had wrested any major concessions from Tehran that might lead to the implementation of a July 20 Security Council resolution ordering a cease-fire in the war. "I don't think he has had anything encouraging" from Iran, a senior envoy said. Iraq has accepted the cease-fire call on condition that Iran does the same. But after two days of discussions in Tehran between Iranian leaders and Mr. Pérez de Cuellar, Iran seemed still bent on a demand that Iraq be labeled the aggressor in the conflict. Baghdad heatedly denies this charge, saying the Iranians initiated hostilities with border bombardments more than two weeks before Iraqi forces thrust into Iran in September 1980. In the newest reported claims from the war along the 735-mile (1,200-kilometer) frontier, Iraq accused Iran of lobbing long-range artillery shells into the stricken southern part of Basra Sunday night just as Mr. Pérez de Cuellar's plane arrived in Baghdad. Iraq also accused Tehran of launching an offensive on the central sector of the war front, east of Baghdad. Iraq said the reported offensive was repulsed.



Jan Salvesen, the pilot of the Norwegian plane, holding a piece of propeller that was sheared off in the incident.

Soviet Fighter In Brush With NATO Plane

OSLO — Norway has sent a protest to the Soviet Union over a midair brush between a surveillance plane of the North Atlantic Treaty Organization and a Soviet jet fighter, the Foreign Ministry said. None of the 10-man Norwegian crew was injured, and neither aircraft was badly damaged in the incident, which occurred Sunday in international air space over the Barents Sea. Norway's defense command said one engine was damaged on the Norwegian Air Force P-3B Orion when it was scaped by a Soviet Sukhoi-27 fighter. Experts disagreed on whether the Soviet pilot acted deliberately or accidentally. Foreign Minister Thorvald Stoltenberg said Sunday night that he had summoned the Soviet ambassador, Alexander Teterin, to deliver a protest and demand an explanation. "Teterin said he was surprised to learn what had happened and promised a quick reply," Mr. Stoltenberg said in a statement. The incident occurred 170 miles (270 kilometers) south-east of Vardø, Norway, 55 miles from Soviet territory.

WORLD BRIEFS

Mrs. Dole Resigning Post to Campaign WASHINGTON (AP) — Transportation Secretary Elizabeth H. Dole told President Ronald Reagan on Monday that she plans to resign Oct. 1 to join the Republican presidential campaign of her husband, Senator Bob Dole of Kansas. After meeting with the president, Mrs. Dole said her first task in the campaign would be a 12-state tour to attract votes in the South and to open a regional campaign office in Charlotte, North Carolina, in preparation for primary elections in the South. She is a native of North Carolina. Mrs. Dole has been transportation secretary for four and a half years, longer than any of her predecessors.

France Arrests Former Secret Agent

PARIS (Reuters) — The French authorities announced Monday the arrest of a former secret agent who accused the government of disbanding a covert action service after it sank an environmental group's boat in 1985. The agent, who described the unit as disarray, was arrested for revealing secret information about a French sabotage mission against the Rainbow Warrior, the flagship of the Greenpeace environmental group, in Auckland, New Zealand, in July 1985. Defense Minister André Giraud said Monday on French radio that the former member of the external intelligence group was detained Sunday. The agent, whose name has not been revealed, said Thursday on French television that he was part of a team of divers that sank the Rainbow Warrior. A Greenpeace photographer died in the attack.

South Africa Reports 3 Rebels Slain

JOHANNESBURG (WP) — Three suspected guerrillas of the outlawed African National Congress were tracked down and shot to death in a running gun battle with the security forces near the Zimbabwe border, the South African military command said Monday. The army headquarters in Pretoria said that one of the gunmen was killed Friday night on a farm near Allday, in northern Transvaal Province, and that the other two were killed on another farm in the Pontdrif area on Saturday afternoon. The military command said security forces suffered no casualties and captured three Soviet-made automatic rifles, eight pistols, hand grenades and other weapons.

Chad Says Libya Violates Its Airspace

PARIS (AP) — Chad charged Monday that Libyan warplanes were flying over its desert villages, but the fragile truce between the two African nations appeared to be holding. The Chadian Embassy in Paris issued a statement accusing Libya of "daily and flagrant violations" of Chadian airspace with flights over towns in northern and eastern Chad. The statement said Libyan warplanes flew over the northwestern towns of Wour and Zouar on Saturday and Sunday. But the embassy did not report any violations of the cease-fire, which was negotiated by the Organization of African Unity and took effect at midday Friday. Chad immediately accused Libya of continuing bombing raids Friday afternoon. The official Libya news agency JANA said, however, that the attacks stopped 15 minutes before the deadline.

15 Die as Afghan Rebels Down Plane

MOSCOW (AFP) — Afghan rebels have shot down a Soviet-made Antonov-26 transport plane, killing all 15 people on board, as it was coming in to land at Kunduz airport in northern Afghanistan, Izvestia reported Monday. In a dispatch from Kabul, the newspaper said that the Afghan plane, on a flight from the capital, had been shot down Sunday by anti-aircraft fire, but it did not say whether a U.S.-supplied Stinger missile was used. It was the "sixth tragedy" in Afghanistan this year, the paper said, noting that six persons had died in the most recent downing of a plane at Khost, carried out by the U.S.-backed rebels. According to the paper, the highest number of casualties in such an incident was on June 11, when 50 died in an attack by a Stinger shoulder-held missile.

For the Record

An Indian judge hearing the Bhopal gas disaster case set an Oct. 30 deadline Monday to settle a \$3 billion compensation dispute. More than 2,400 people died and 200,000 were injured by methyl isocyanate gas leaking from the Union Carbide plant in December 1984. (Reuters)

TRAVEL UPDATE

Irish Bid for Moscow Duty-Free Shops DUBLIN (Reuters) — Ireland will bid for a chance to run the duty-free shops at Moscow's Sheremetyevo Airport, Irish officials said Monday. Foreign Minister Edward A. Sheehy said the Soviet Union, stopping over in Ireland on its way to Washington, was given a tour Sunday of Shannon Airport, which takes in \$20 million a year at its duty-free shops. Tourism Minister John Wilson of Ireland will fly next month to Moscow to sign an agreement giving the Soviet airline Aeroflot expanded landing rights at Shannon. Irish officials confirmed on Monday that he would take the opportunity to bid for the Moscow duty-free contract.

Historically, France and England have always had "their differences" so, if the leading french advertising group

BELIER

joins forces with a major english group,

WCRS

it has to be for a very good reason.

Belier has chosen WCRS and WCRS has chosen Belier. WCRS is England's second largest advertising group with 63 award-winning campaigns worldwide, a strong presence in the U.S., Australia and Asia, and an international network of creative talent. Belier is France's leading advertising group with 61 award-winning campaigns worldwide and 35 agencies in France, Italy, the Netherlands, Belgium and Switzerland — a group of agencies and people with integrated professional skills. The new Belier/WCRS Group is first and foremost a partnership of individuals who share the same convictions and passion for advertising. When Belier/WCRS decided to unite their strengths, they became the 6th largest advertising group in Europe and No. 15 in the world with turnover of \$1.38 billion and 48 agencies on four continents. Rather sound reasoning, wouldn't you say?

FAMINE: In Ethiopia, a Renewed Threat of Starvation

(Continued from Page 1) The U.S. government, too, wants to avoid the accusations that tainted its sluggish response to the 1984-85 famine. Then, according to authoritative reports after the famine, distaste for Ethiopia's politics delayed relief operations by the Reagan administration. In the end, after widespread outcry by the American public, the United States was by far the largest single food donor. On a more fundamental level, however, there are compelling similarities between the 1984 famine and the emergency now unfolding. As it was three years ago, Colonel Mengistu's one-man government remains one of the most rigidly orthodox Marxist regimes in the world. That orthodoxy, according to agriculture specialists from the West and the Soviet Union, limits Ethiopia's ability to feed itself and makes it unnecessarily vulnerable to famine. Ethiopia has resisted the free-market farm reforms that have swept across Africa in the past three years. Such avowedly socialist countries as Tanzania have instituted reforms that pay higher prices to farmers. The results of such reforms in Tanzania, and across Africa, have been encouraging. Ethiopia has not budged. In a speech last week, Col. Mengistu insisted that "our effort of socialist construction can bear fruit only if the private sector in agriculture is replaced by a socialist property sector." The speech appeared to ignore the advice of a 1985 consulting report by Soviet advisers. That report concluded that Ethiopia should turn its attention away from expanding state farms and producer cooperatives and, instead, concentrate its limited resources on increasing the productivity of small farmers. With Ethiopia facing a severe drought and food shortage just three years after its great famine, it is clear to many farm-policy experts that the country's chronic food problems are far too complex and intractable to be solved simply with higher prices for farmers. "It is a much larger problem than mucking around in the marketplace," said Mr. Winer of Oxfam. "There are no instant answers. We all would like to see more happen in price reforms, but this time around I don't think reforms would have made any difference." Production of people is booming. The most recent estimates are that the country has about 45 million people and an annual growth rate of 2.9 percent. "Every year in this country, there are 1.2 million more people to feed," said Ingo Loebbrock, representative for the UN Food and Agriculture Organization. "The country has to bury up its food production to stand still."

Le Pen Look At History Causes Stir

PARIS — The Israeli ambassador to France and the president of the French National Assembly, strongly criticized the ultrarightist leader Jean-Marie Le Pen on Monday for saying that Nazi gas chambers were a minor point in World War II history. The Israeli envoy, Ovadia Soffer, said he was shocked by Mr. Le Pen's words. "When one speaks of the Holocaust," he said, "it is necessary to demonstrate a profound sense of responsibility, for it touches not only Jewish people but all of humanity." The National Assembly president, Jacques Chaban-Delmas, who fought in the Resistance during World War II, said he was sickened by Mr. Le Pen's comment. Mr. Chaban-Delmas, a former prime minister and veteran of postwar French politics, said on television: "Le Pen was lucky out to have seen the gas chambers when they were functioning, and not to have been Jewish under the occupation." Mr. Le Pen, head of the National Front and a candidate in the presidential election next year, said in a radio interview Sunday: "I have asked myself a certain number of questions and I don't say that the gas chambers did not exist." He continued, however: "I did not see them myself; I have not made a special study of the question, but I believe that it is a minor point in the history of the Second World War." In a statement issued Monday, Mr. Le Pen said he "did not deny the Jewish genocide and the existence of gas chambers."

TAMILS: Militants Kill 25 Rivals

(Continued from Page 1) demanding a majority on a provisional joint council for the two provinces. The demand is opposed by other Tamil groups and the government. Last week the Tigers sent a note to the commander of the more than 8,000 Indian peacekeeping troops in Sri Lanka, asking him to disarm four rival groups. The Indian troops enforcing the peace accord have avoided involvement in fighting between Sri Lankan groups, but the Indian Embassy in Colombo said Monday that it had advised New Delhi of the Baticala situation and that "immediate remedial measures are being considered." (Reuters, AFP)

BORK: Confirmation Battle Is Charged by Gathering Ideological Storm

(Continued from Page 1) send the nomination to the Senate floor with a negative recommendation, or at least with no recommendation, a development they believe would put Judge Bork's supporters on the defensive and make it easier for undecided senators to vote no. Further, the confirmation hearings can shape the public's image not only of Judge Bork but of the senators involved in the debate and, to the extent that the issue becomes a test of party loyalty, of the political parties themselves. If the nominee comes across as a thoughtful, mainstream conservative, his opponents may be vulnerable to the charge of conducting "an unprecedented ideological inquisition," as Senator Orrin G. Hatch, Republican of Utah, who will be one of Judge Bork's main defenders on the Judiciary Committee, said Thursday on the Senate floor. On the other hand, if the public sees him as a threatening extremist, then it is his supporters who risk being seen as the ideologues, with his opponents welcomed as defenders of the constitutional status quo. Mr. Biden himself has warned that the effort to defeat the nomination, if not handled carefully, could hurt the Democrats by reviving the image that the party is struggling to shed, that of being captive to special interest groups. But the battle is scarcely risk-free for the Republicans, with polls indicating that the public does not support the Reagan agenda on social issues such as abortion. Judge Bork has been sharply critical of Supreme Court rulings legalizing abortion and limiting the role of religion in public life. If he is seen as the virtual personification of the Reagan social agenda, an image his opponents are working hard to convey, then support for the nomination could alienate moderate voters in the 1988 elections. The 60-year-old federal appeals court judge has become a lightning rod for those already committed to either side of the long-running debates over race, religion, the scope of personal privacy and the status of women. All are questions on which the court is now closely divided. Justice Lewis F. Powell Jr., whom Judge Bork would succeed, often cast the deciding vote, most notably in a series of rulings that rejected the Reagan administration's efforts to limit the scope of affirmative action programs. The administration and its allies see the Bork confirmation as their best if not last chance to leave a lasting imprint on American life. The judge, a former law professor and solicitor general during the presidency of Richard M. Nixon, has criticized many landmark court decisions expanding individual rights. Mr. Reagan, who named him to the appeals court in 1981, has called the confirmation his top domestic priority. Judge Bork also has been endorsed by a broad cross-section of the legal establishment, including Lloyd M. Cutler, the White House counsel under Jimmy Carter, and Justice John Paul Stevens, a moderate on the court who often joins the liberal wing in key cases. On the other side is a loosely organized coalition of hundreds of organizations, including traditional civil rights organizations, women's groups and labor organizations including the AFL-CIO, the nation's largest. Organizers say the coalition is the biggest ever to be mobilized for any Capitol Hill battle. Many of the groups are liberal, but a number are essentially apolitical, and some have rarely been involved in efforts of this kind. The American Civil Liberties Union repealed a 50-year rule of neutrality to enable it to oppose the nomination. The opponents plan to stress what they see as the overall impact if Judge Bork's views become the law of the land. "It can't be just a few issues," said Melanne Verwee, director of public policy for People for the American Way, an active opposition group. "The public is always willing to say, 'Well, you can't be right on everything.' It's up to us to show a pattern." Both sides expect Judge Bork to be a highly effective witness. Many of Judge Bork's most controversial views on civil rights, free speech, religion and privacy are contained in his articles and speeches. His supporters contend that those are less relevant than his judicial opinions. "As a law professor, he was paid to be provocative," Mr. Hatch said, adding that on the bench, Judge Bork has been a "mainstream, quintessential jurist." The opponents say that as a lower-court judge, Judge Bork has no choice but to apply legal precedent to the cases before him, while the real clues to his thinking are to be found in his nonjudicial writing. Their effort at the hearings will be to get as much about Judge Bork's views into the record as possible. The 14-member Judiciary Committee, with eight Democrats and six Republicans, is likely to be closely divided. Analysts on both sides say there are five solid Republican votes for Judge Bork and five Democrats either solidly opposing him or leaning strongly in that direction. This group includes Paul Simon of Illinois, a rival of Mr. Biden's for the Democratic presidential nomination. That leaves four swing votes: one Republican, Arlen Specter of Pennsylvania, and three Democrats: Howard Heflin of Alabama; Robert C. Byrd of West Virginia, the majority leader, who has publicly cautioned his fellow Democrats against rushing to judgment on the nomination; and Dennis DeConcini of Arizona.

Happiness is Gifts from MICHEL SWISS PERFUMES . COSMETICS NOVELTIES GIFTS Top export discounts! HOURS Monday to Saturday 8 am. - 6 pm closed on Sunday 16, RUE DE LA PAIX PARIS Phone: (1) 42.61.61.11

Visiting New York City? Gramercy Park Hotel Distinguished 500 room hotel overlooking Gramercy Park. Excellent Restaurant. Cocktail Lounge, Piano Bar and Room Service. Multi-lingual staff. Minutes to Business Center, Sightseeing, Banquet/Meeting facilities. Singles \$95-105 Doubles \$100-110 Suites \$135-235 Group Rates Available. Call Gen. Mgr. Tom O'Brien 1-800-221-4083 (212)475-4320 Telex 668-755 Cable GRAMPARK 21st St. and Lex. Ave. N.Y.C. or call your local Utell office.

UNIVERSITY DEGREE BACHELOR'S . MASTER'S . DOCTORATE For Work, Academic, Life Experiences. Send detailed resume for free evaluation. PACIFIC WESTERN UNIVERSITY 400 N. Sepulveda Blvd., Los Angeles, California 90049, Dept. 22, U.S.A.

For Ideologic... By Clifford D. May... U.S. Indicts 100 in Child Pornography... Demos... Pa... PANIA... A Str... woman... day that... bassy... released... a filed... day to... which... sary of... leader, D... The m... position... and str... test... noon... Cumber... urb of S... Oppos... dressed... fire as... ge de... skirts of... son and... the g... General... ama's ar...

# For Ideological Junketeers in U.S. Congress, Central America Is the 'In' Place to Go

By Clifford D. May  
New York Times Service

WASHINGTON — As the Boeing 727 taxied down the runway at Dulles Airport, a flight attendant greeted the passengers over the public address system.

"Ladies and gentlemen, we welcome you aboard 'Mission Libertad,'" she said cheerily. "Our first stop will be Guatemala City. It is a federal regulation that all carry-on luggage fit under the seat in front of you."

The passengers, including two Republican U.S. representatives, Jack P. Kemp of New York and Bam Bozler of Texas, and more than 50 leaders of conservative research groups, lobbies and publications were only the latest — although by far the largest — delegation to make Central America the governmental destination of choice this summer.

At the same time Mr. Kemp's group was visiting Guatemala, Honduras, El Salvador and Costa Rica last week, Senator Tom Harkin, Democrat of Iowa, was dropping in on Nicaragua. Bob Dole of Kansas, the Senate Republican leader, led another Central American "codel" (Washington shorthand for congressional

delegation) at the end of August. Senator Christopher J. Dodd, Democrat of Connecticut, chairman of the new Central American Negotiations Observer group, is planning a fly-in within the next few weeks. And Mayor Edward I. Koch of New York will be leading an independent observer group to Nicaragua in November.

"It is kind of the 'in' place to go just now, isn't it?" said Representative Henry J. Hyde, Republican of Illinois, who, as a member of the Foreign Affairs Committee and the Subcommittee on Western Hemisphere Affairs, has joined more than a few codels.

"If you're a leftist, you go to see how the cute kids in Nicaragua's schools are learning to count hand grenades," he said. "And if you're on the right, you go to find out that the contras are really nice folks after all."

Central America is not the first spot on the map to become a political mecca. In the 1950s politicians who aspired to be statesmen had to set foot in West Berlin. A decade later, the trip to make was a "fact-finding" mission to Vietnam.

"In the late 1970s over two thirds of the

House went to Egypt," noted Representative Stephen J. Solari, Democrat of New York, who is a frequent congressional flier.

More recently, Ethiopia and its famine-b-

the region that they would reject a candidate who did not know his way around Tegucigalpa is uncertain. But the serious contenders are all expected eventually to head south and cam-

**'If you're a leftist, you go to see how the cute kids in Nicaragua's schools are learning to count hand grenades. And if you're on the right, you go to find out that the contras are really nice folks after all.'**

— Representative Henry J. Hyde of Illinois

came such a strong magnet for legislators that U.S. Embassy officials in Addis Ababa occasionally grumbled about spending their time as tour guides.

"The nice thing about Central America compared to those other places is that it's so convenient," said Eddie Mahe, a Washington-based campaign consultant. "Just an hour and a half from Miami and you've got a neat little war and guaranteed press coverage."

Whether voters now feel so strongly about

paid at least briefly in what is being called the "Central American primary."

"If you're on the campaign trail these days," said Mr. Dodd, "you almost have to be able to say, 'And I told Danny Ortega...'" a reference to the Nicaraguan leader, Daniel Ortega Saavedra.

Proponents of congressional travel say even those with ulterior motives can profit from a trip abroad. "If you talk to different people — peasants, labor people, everybody — then you

can learn something and have a valuable experience," Mr. Hyde said.

But the slice of reality that visiting dignitaries get may be less than complete. Typically, a delegation arrives on a military or chartered plane, is met at the airport by beaming officials, waded past any gun-toting border guards or avaricious customs officials, chauffeured to elaborate meals and specially prepared hotel rooms, then returned to the airport for the presentation of souvenirs and a fond diplomatic farewell.

On a trip to Angola this summer, Representative Howard E. Wolpe of Michigan and Mickey Leland of Texas, both Democrats, were deeply involved in discussions about improved relations and the liberalization of that country's Marxist regime. Only later did they learn that an American reporter who had come to report on their visit had been roughly incarcerated at the airport.

"What gets me," said F. Andy Messing Jr., executive director of the National Defense Council, a conservative foundation, "is these congressmen who go down to Central America and just hold court at the hotel bar. That's no way to run a codel."

In recent years, Mr. Messing's organization has sponsored more than a dozen congressional visits to Central America in conjunction with the State Department. "Anyone who goes with me meets with people on both the left and the right," he said. "I take them into the outback, to civilian hospitals and refugee camps. I take them out where they can get shot."

Back on Capitol Hill, those who have been abroad often try to use the experience to bolster their points of view. In a House of Representatives debate a few months ago over a bill to condemn Ethiopia's Marxist government for human rights violations, Mr. Leland repeatedly taunted his opponents by asking whether they had actually visited Ethiopia, as he had.

Finally, Representative Toby Roth, Republican of Wisconsin, replied that while he had not personally been to the Horn of Africa he had spent a great deal of time discussing the situation with such people as the former Ethiopian ambassador to France and the former chief of the Ethiopian famine relief effort, both of whom had defected to the West.

"All of whom are my friends, all of whom are my friends!" Mr. Leland shot back.

**Resigning Post to Campaign**  
S (AP) — Transportation Secretary Elizabeth Hanft Reagan on Monday that she plans to resign during the presidential campaign of her husband, the president, Mrs. Hanft said her first resignation would be to her post as chief of the Federal Bureau of Investigation in the South. She is a native of North Carolina and served as transportation secretary for four years in her predecessor's administration.

**Arrests Former Secret Agent**  
S (AP) — The French authorities announced Monday that they had arrested a former secret agent who had been accused of the assassination of a French diplomat in Paris in 1985.

**Described the Unit as an**  
S (AP) — A French intelligence source described the unit as an "elite" unit, which was the flag of the Greenpeace environmental group in July 1985.

**Reports 3 Rebels**  
S (AP) — Three suspected guerrillas of the Central American Revolutionary Army were tracked down and killed by the security forces near the Nicaraguan border, a military command said Monday.

**Libya Violates Its**  
S (AP) — Chad charged Monday that Libyan warplanes violated its airspace, but the Libyan government denied the charge.

**Afghan Rebels Down**  
S (AP) — Afghan rebels have shot down a Soviet plane, killing all 15 people on board, a Kunduz airport in northern Afghanistan said.

**Card**  
S (AP) — The British government has issued a card to all British citizens, advising them to be vigilant against terrorism.

**Travel Update**  
S (AP) — The British government has issued a travel update, advising British citizens to be vigilant against terrorism.

**Moscow Duty-Free**  
S (AP) — The British government has issued a duty-free list for Moscow, advising British citizens to be vigilant against terrorism.

**During Ideological**  
S (AP) — The British government has issued a list of ideological groups, advising British citizens to be vigilant against terrorism.

## U.S. Indicts 100 in Child Pornography

United Press International  
WASHINGTON — Two government sting operations have yielded more than 100 indictments for receiving child pornography through the mail, Attorney General Edwin Meese 3d announced Monday.

"Child pornography can never be consented to by the children victimized by it, nor condoned by society," Mr. Meese said at a news conference.

Results from the nationwide operations — one called Project Looking Glass and operated by the U.S. Postal Inspection Service, and the other called Operation Borderline and run by the U.S. Customs Service — came more than a year after the attorney general proposed a crackdown on child pornography.

Search parties in various states turned up sexually explicit photographs of minors, often related to the suspects, as well as firearms, drug paraphernalia and animals, the postal service said.

Working under the Child Protection Act of 1984, which prohibits people from knowingly receiving child pornography through the mail, the undercover inspectors arrested suspects who had responded to solicitation letters by purchasing child pornography.

Postal inspectors used a bogus mail-order company, Far Eastern Trading Co. Ltd., to send the targeted individuals letters, and they began making deliveries June 10.

The Customs Service's operation, in place for more than a year, used a fake Canadian company. It resulted in 130 searches in 23 states, a spokesman said.

Mr. Meese said that doctors, lawyers, schoolteachers and "people in almost every type of profession" were among those arrested.

The suspect first had to respond to a letter before receiving a catalog from the bogus company, which offered videotapes, films and magazines.

The catalog listed the ages of the minors in the visual depictions and also described the sexually explicit conduct depicted in the child pornography.

The suspects were charged with possessing material involving the sexual exploitation of minors, which carries a fine of up to \$100,000 and 10 years in prison.

Persons having a prior conviction for a fine of up to \$200,000 and a prison term of not less than five years and not more than 15 years.



Demonstrators helped a man who was shot by unidentified gunmen during an anti-government protest march in a suburb of Panama City. One protester was killed and at least two were injured, opposition groups reported.

## Panama Police Hold U.S. Envoy at Protest

United Press International  
PANAMA CITY — Panamanian police detained a U.S. diplomat who was observing an anti-government rally in which opposition groups said supporters of General Manuel Antonio Noriega killed a protester and wounded at least two others.

A State Department spokeswoman in Washington said Monday that David Miller, a U.S. Embassy economic adviser, was released several hours after his detention and that no charges were filed against him.

The spokeswoman said Mr. Miller had gone Sunday to watch the demonstration, which marked the second anniversary of the murder of a dissident leader, Dr. Hugo Spadafora.

The march, organized by the opposition National Civic Crusade and attended by hundreds of protesters, gathered shortly before noon in the community of Las Cumbres and proceeded to the suburb of San Miguelito.

Opposition groups said gunmen dressed in civilian clothes opened fire as demonstrators clashed with government supporters on the outskirts of the capital, killing one person and wounding two. They said the gunmen were supporters of General Noriega, the leader of Panama's armed forces.

Witnesses said a demonstrator, Carlos Efraim, was shot in the forehead. Mr. Efraim died from the gunshot wound, officials at the San Fernando Clinic said.

In June, General Noriega was accused by his former deputy, Colonel Roberto Diaz Herrera, of conspiring in the Spadafora murder. The colonel was arrested July 27 in a raid on his home and remains in custody. His accusations against General Noriega sparked the continuing round of anti-government demonstrations.

Witnesses said at least a dozen men with pistols and machine guns were seen at the rally. The director of the Panamanian Committee for Human Rights, Osvaldo Velasquez, said: "This was a new attack of the paramilitary members on a peaceful march."

Mr. Velasquez, who with local Roman Catholic Church and human rights observers patrolled the march route, said: "These paramilitary groups are run by the government. This is a dangerous manifestation of state terrorism."

General Noriega has denied any knowledge of paramilitary units. Witnesses said that they recognized a government agent at the rally and that he and uniformed traffic policemen nearby made no attempt to stop the shooting.

The human rights observers said they saw bystanders holding guns along the route but that nothing happened until marchers reached the crossroads.

The confrontation occurred at a highway overpass in San Miguelito, where two weeks ago a man taking part in an opposition march was killed in a paramilitary attack. Those attackers have not been identified.

After the demonstration two weeks ago, San Miguelito's mayor, Baldemar Terzian, said he would not permit opposition marchers in her community.

At least one local television crew was seen being assaulted by an unidentified man in civilian clothes, and witnesses reported seeing plainclothes policemen in the area shortly before the confrontation.

Witnesses said that they recognized a government agent at the rally and that he and uniformed traffic policemen nearby made no attempt to stop the shooting.

The human rights observers said they saw bystanders holding guns along the route but that nothing happened until marchers reached the crossroads.

The confrontation occurred at a highway overpass in San Miguelito, where two weeks ago a man taking part in an opposition march was killed in a paramilitary attack. Those attackers have not been identified.

After the demonstration two weeks ago, San Miguelito's mayor, Baldemar Terzian, said he would not permit opposition marchers in her community.

At least one local television crew was seen being assaulted by an unidentified man in civilian clothes, and witnesses reported seeing plainclothes policemen in the area shortly before the confrontation.

## 47 Killed by Death Squads in Rio de Janeiro

Agence France-Press  
RIO DE JANEIRO — Fifteen persons were killed here Sunday, reportedly by vigilante groups, bringing to 47 the number of deaths attributed to vigilante squads over the weekend, according to local press reports.

The clandestine organizations, which specialize in the executions of alleged criminals, marked the inauguration of a new police chief in the state of Rio de Janeiro with 20 killings on Friday.

A note beside one of the victims extended an ironic welcome to the police chief, Helio Saboya.

"Long live the great Saboya," it said. "We are going to fight violence."

The vigilante death squads, whose members allegedly include current and former police officers, frequently are hired by crime victims exasperated with what they say is the lack of efficiency of the official justice system, according to local reports.

But the authorities deny the existence of such vigilante groups and attribute the killings to wars among drug gangs over sales districts.

Mr. Saboya, a lawyer, took over the job of police secretary with the announcement that he would fight violence and that he would not allow the Rio de Janeiro police force to take part in drug trafficking or other crimes.



## MOVE UP TO LUXURY PLUS IN CAIRO.

Stay at the Ramses Hilton, and let our Premium Plus package further enhance your enjoyment of one of Cairo's most ultra-modern hotels.

Just book more than 18 hours in advance for a stay of three nights or more, ask for the Premium Plus programme and we'll give you:

- \* A double room for the price of a single.
- \* A complimentary bottle of Scotch in your room.
- \* Daily complimentary American buffet breakfast.
- \* 25% discount on all purchases at the Ramses Hilton 'Saad of Egypt' silver gift shop.
- \* A traditional silver carouche, free with each purchase from 'Saad of Egypt'.

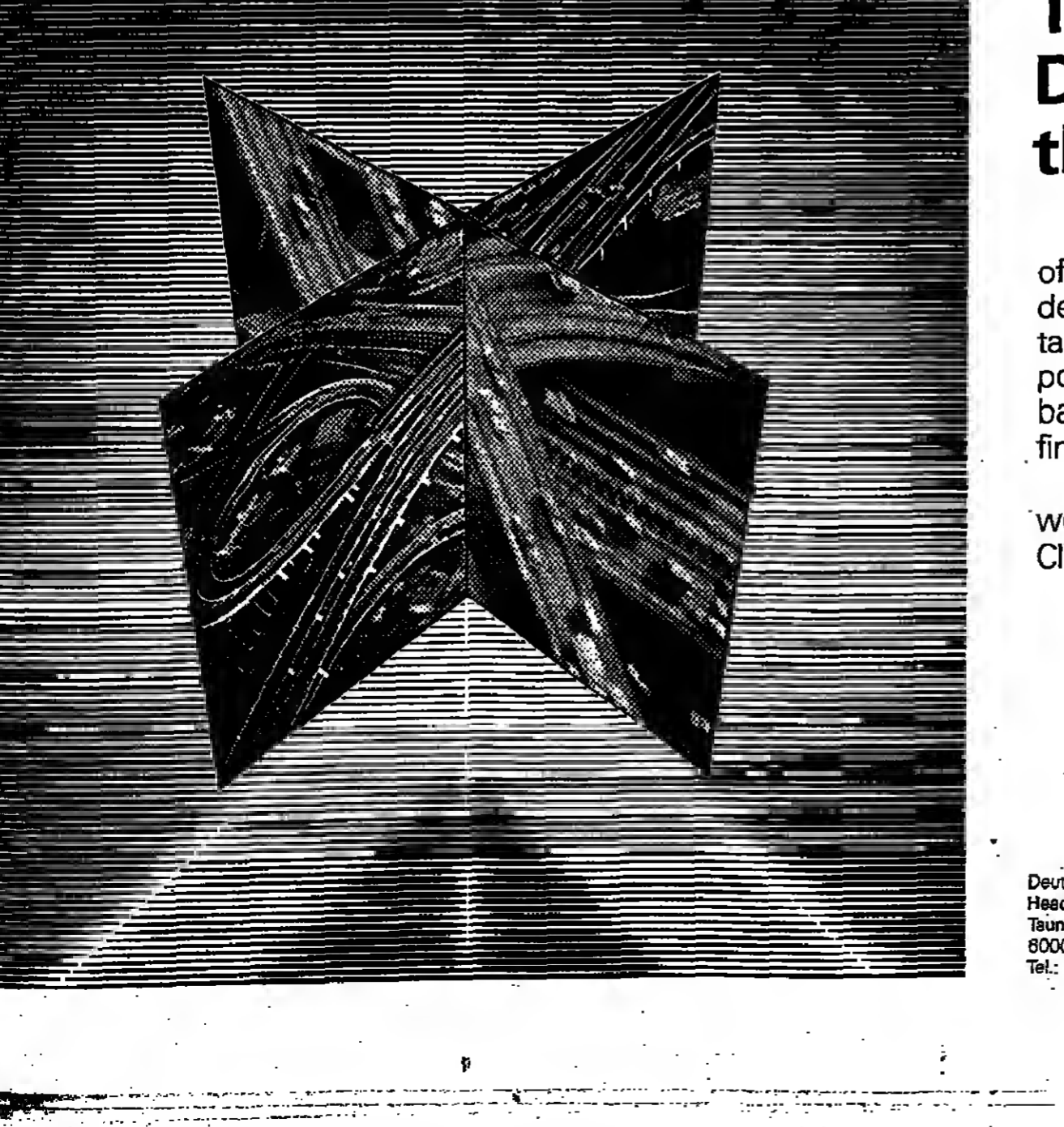
And, in addition to all these benefits, you'll enjoy the facilities of one of Cairo's finest hotels: luxurious guest rooms, a comprehensive business centre, health club, swimming pool, superb restaurants, and magnificent views from our bar and lounge on the 36th floor.

Finally, our Executive Floors provide a new dimension in luxury with their own Concierge, the convenience of an expedited and separate check-in and No Stop Check-Out service, and a private lounge, where you can enjoy complimentary continental breakfast, cocktails and canapés.

Enjoy the Ramses Hilton — and all the extra benefits of our Premium Plus package too.

For reservations, call your travel agent, any Hilton International hotel or Hilton Reservation Service in Copenhagen, Frankfurt, London, Madrid, Milan, Oslo, Paris or Stockholm.

**RAMSES HILTON**



## Trade Finance and the Deutsche Bank Group. Experience that gets the job done.

It calls for in-depth understanding of local customs and laws. It requires detailed knowledge of tax advantages, and the careful identification of potential costs. Finally, it demands a bank with expertise, experience and financial strength.

The Deutsche Bank Group is a world leader in trade finance. Clients worldwide rely on our years

of experience in financing a large portion of Germany's foreign trade to get the job done.

For international trade finance — as well as other commercial and investment banking services — consider using the experience of one of the world's leading banks.

Contact the Deutsche Bank Group office nearest you.

- Deutsche Bank AG  
Head Office  
Taunusanlage 12, P.O. Box 10 06 01  
6000 Frankfurt am Main 1  
Tel.: (69) 71 50-0
- Deutsche Bank AG  
London Branch  
6, Bishopsgate, P.O. Box 441  
London EC2P 2AT  
Tel.: (1) 283 48 00
- Deutsche Bank AG  
New York Branch  
9 West 57th Street  
New York, NY 10019-2799  
Tel.: (212) 940-8000
- Deutsche Bank AG  
Tokyo Branch  
ARK Mori Building 23F  
12-32, Akasaka, 1-chome, Minato-ku  
Tokyo 107, Tel.: (3) 588-1971

**Deutsche Bank**





# New U.S. Cruise Missile Is Said by Officials to Be Accurate Within Inches

By Richard Halloran  
New York Times Service

WASHINGTON — The Defense Department is developing a high-explosive, nonnuclear cruise missile that would hit within inches of its target, according to Pentagon and congressional officials. The officials also said the range of such low-flying missiles had been doubled. The navy has succeeded in firing one from a submarine and hitting a target 3,000 miles (4,800 kilometers) away, they said. Taken together, the officials said, these developments will have extensive political and military implications. But they doubted there would be an immediate effect on the meeting this week between Secretary of State George P. Shultz and the Soviet foreign minister, Eduard A. Shevardnadze, who arrived in Washington on Sunday. They plan to discuss the final elements of an agreement that would ban Europe medium-range nuclear missiles, including ground-launched cruise missiles.

The new developments are not expected to affect those negotiations, officials said, because the proposed agreement would not cover cruise missiles launched from aircraft, surface ships or submarines, which are the larger part of the U.S. inventory of such weapons. Moreover, producing operational versions of very accurate missiles with conventional warheads will take five to 10 years.

In the longer term, officials said, the implications of developments in cruise missiles would include: Reducing the military loss to the North Atlantic Treaty Organization caused by an agreement to withdraw medium-range nuclear missiles from Europe, as they could be replaced by highly accurate conventional missiles based at sea or launched from aircraft, if not based on land.

Lessening the temptation to use nuclear weapons in a conflict, as U.S. commanders could use precise conventional cruise missiles to achieve some of the same results. Giving impetus to what are known as "standoff" weapons, which can be fired at targets a long distance away, thus reducing the need for aerial bombing that puts pilots and planes at risk.

Providing a weapon for use against terrorists, as new guidance systems will enable a cruise missile to pick out precisely the building at which it was aimed, lessening the likelihood of killing civilians.

The officials said the Cruise Missile Advanced Guidance Program had been under way for two years, with the system having been tested in aircraft this summer. Two companies, General Dynamics Corp. and McDonnell Douglas Corp., are competing for the contract.

While details are secret, officials said the new system used a carbon dioxide laser to look forward and to guide the missile as it approached the target. The technology, they said, could also be used to improve the accuracy of ballistic missiles.

In arms control, long-range cruise missiles with high-explosive conventional warheads would probably complicate future negotiations on reducing long-range nuclear weapons because they raise problems with verification.

Cruise missiles with conventional warheads appear nearly identical to those with nuclear warheads; only experts on close could tell the difference. With a multitude of such weapons deployed on the ground, in aircraft and on ships and submarines, neither side would know which missiles of the other side were conventional or nuclear.

A cruise missile, whose average cost is \$1.5 million today, is a flying torpedo 18 feet (5.5 meters) long, powered by a rocket with solid fuel. It flies at subsonic speeds with stubby wings that keep it only 10 to 30 feet in the air. That low altitude enables it to evade radar beams that scan upward in a cone.

The missiles are navigated by a combination of an inertial guidance system over water and a terrain-following system over land. The first measures each movement of the missile and feeds that data into a computer, which orders corrections. The second uses radar and optical sensors to "read" the ground underneath the missile; the computer compares that picture with a map in its memory to order corrections.

The first cruise missiles could attack only with a level, head-on approach. But refinements in guidance have made it possible to instruct a cruise missile to explode over a target or to fly in low, then pop up over obstacles and dive to penetrate a target and explode. A cruise missile that can scatter 166 small bombs has also been tested.

Cruise missiles were initially intended to carry nuclear warheads. Recently, however, the emphasis has shifted to conventional warheads for cruise missiles aboard ships and submarines.

In the sea near the Gulf, for instance, cruise missiles with conventional warheads have been deployed aboard the battleship Missouri and the cruisers Long Beach and Bunker Hill.

Some officials speculated that the first hostile use of cruise missiles would come in that region if President Ronald Reagan ordered a strike against Iraq. Elsewhere, ground-launched cruise missiles with nuclear warheads have been deployed at one base each in Britain, West Germany, Italy and Belgium, and are the subject, along with Pershing-2 nuclear ballistic missiles, of negotiations with the Soviet Union. One more base is being built in the Netherlands. By early 1989, a total of 464 cruise missiles are to be deployed at the six bases.

If those missiles are replaced by conventional cruise missiles, the officials cautioned, there would still be some military loss. While a precisely placed high-explosive warhead could stop an enemy installation from functioning, they said, only a nuclear warhead could destroy it.

For aircraft, 1,715 cruise missiles with nuclear warheads have been made by Boeing Co. and delivered to the air force to be carried by B-52 bombers, the officials said.

But a newer version, called the Advanced Cruise Missile, is about two years behind in design and production by General Dynamics because of technical and production problems, they said.

# Reuniting Spouses Is Emotional U.S. Item in Talks With Soviet

By A.D. Home  
Washington Post Service

WASHINGTON — Ten Soviet-American couples divided by Soviet officials' refusal to let one partner leave the country are a small but highly emotional item on the human rights agenda as Moscow and Washington maneuver toward a summit meeting this autumn.

The problem has been raised repeatedly by U.S. officials, and it is expected to come up again during meetings in Washington this week between the Soviet foreign minister, Eduard A. Shevardnadze, and Secretary of State George P. Shultz.

The "divided spouses" list was reduced by one couple this month when Marwa Finkel of Moscow and Susan Graham of Spokane, Washington, married since 1979, left Moscow with their 9-month-old daughter.

Of the 10 couples remaining on the State Department's official list, the longest separation is that of Anatoly Michelson of Naples, Florida, who left his wife, Galina, and daughter, Olga, in Moscow when he defected in 1956.

There is an additional list of four Soviet-American couples whose marriages have been blocked. All these cases involve U.S. citizens whose Soviet spouses or fiancés have been turned down for emigration at least twice.

To U.S. officials, the issue is simple, a matter of basic human rights and compliance with the family reunification provisions of the 1975 Helsinki accords, which the Soviet Union signed. Because of the small number of cases involved, it is seen in Washington as an easy way for Moscow to build good will.

"Why in the world can't people who want to get married be allowed to get married, and who are married be accorded the privilege of living with each other, wherever it is they want to live?" Mr. Shultz asked in a news agency interview last week. "It just baffles me."

A Soviet Embassy spokesman, Igor Bulay, also expressed bafflement. "This is a very queer subject for us," he said.

"Soviet law does not forbid anyone to get married," Mr. Bulay said. "But there are Soviet persons, due to their occupation mostly, who possess state secrets." He said

**'Why in the world can't people who are married be accorded the privilege of living with each other, wherever it is they want to live?'**

— Secretary of State George P. Shultz

It could take five years before such people are given permission to leave the country.

Until recently, most emigration requests were refused without even that much explanation. But when Richard Schifter, the State Department's human rights chief, discussed the spouses case by case with officials in Moscow last month, "for the first time they were reasonably specific" about denials, Mr. Schifter said last week.

The citing of "state secrets" to refuse emigration can be puzzling. According to Keith Braun, a Detroit lawyer whose Soviet wife, Svetlana, has been rejected five times, the Soviet Embassy told Senator Carl Levin, Democrat of Michigan, that the reason was "her previous access to highly classified information."

Mr. Braun said his wife, who was 21 when they married in 1964, had

studied low-temperature refrigeration at a chemical institute but never worked full time. He said her father left a classified engineering job in 1978, when she was 15.

Mr. Braun is spokesman for the Divided Spouses Coalition, an informal network that pools information and maintains contacts with U.S. officials and the news media. Several Soviet spouses have met at the U.S. Embassy in Moscow with visiting members of Congress and State Department officials. Other spouses in both countries avoid publicity, hoping to avoid Soviet displeasure.

Mr. Braun has made eight visits to his wife in Moscow. But another coalition member who has made radio and television appearances, Dr. Galina Vileshina of Boca Raton, Fla., has been barred from visiting her husband, Pyatras Pakenas, whom she left behind in Vilnius, Lithuania, when she emigrated in 1980 with her son from a previous marriage.

Dr. Vileshina, a neurologist, said her husband needs heart surgery. The couple, married in 1977, were first refused visas in 1978. Mr. Pakenas, a lawyer in a meat-packing plant, has now been turned down 17 times.

"I am not a dissident," he emphasized in an interview in Vilnius with a correspondent for The Washington Post. "I only want to leave because I want to be with my wife and family." In order for his wife to leave, Mr. Pakenas said, they had to divorce for two weeks while she got her exit permit. Dr. Vileshina is Jewish and at first tried to have Mr. Pakenas join her in Israel.

Mr. Pakenas said he believed local authorities had blocked his emigration because they feared setting a precedent of allowing Lithuanians to leave.

Few new cases have been added to the divided spouses list. The State Department estimates that of about 90 Soviet-American marriages each year, 80 percent of the Soviet spouses receive permission to leave.

The State Department's Mr. Schifter was told in Moscow last month that seven of the remaining cases are under review by a special panel of the Soviet parliament.

**Jewish Activists Detained**  
Soviet police and security agents

detained at least 17 Jewish rights activists Sunday near their Moscow homes, and three other persons were arrested as they tried to protest the imprisonment of Mathias Rust, the West German pilot who flew to Moscow in May, The New York Times reported from Moscow.

Some of those arrested, including Josef Z. Begun and Lev Gushchik, who were recently told they would be allowed to emigrate, had organized a demonstration against anti-Semitism. It had been

called off last week after city authorities refused to grant permission.

The arrests seemed designed to underscore official determination not to permit unannounced demonstrations.

Mr. Begun said he had received a call from visa authorities while he was in police custody and was told he would have to leave the Soviet Union by Sept. 25. Asked if he would do so, Mr. Begun said, "Of course not — we can't get ready that quickly."

YOU CAN BUY A



AT AN INTERNATIONAL PRICE.

If you are on international assignment or will soon be, you will be delighted to discover that you can purchase a prestigious new Saab under special conditions from Saab International and Diplomat Sales.

Better still, test drive a Saab at your nearest authorized Saab dealership and speak to a salesperson about buying an internationally priced Saab.

Please send me more information about the Saab International and Diplomat Sales program and the

Saab 9000 series  Saab 900 Turbo series  Saab 900 series

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_  
Country: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Profession: \_\_\_\_\_  
Company: \_\_\_\_\_  
Country of final use: \_\_\_\_\_

Mail the coupon to Saab-Scania AB, Saab Car Division, International and Diplomat Sales, S-611 81 Nyköping, Sweden.

## Planned Attack On U.S. Mission Reported in Paris

United Press International  
PARIS — Four Libyans expelled from France 10 days ago were planning a terrorist attack on the U.S. Embassy, a leading weekly magazine reported Monday.

The four were rounded up in Paris and the southeastern city of Lyon on Sept. 4 and returned to Libya on suspicion of conspiring to commit terrorist acts, but the Interior Ministry did not specify the charges at the time.

Parisian security agents noticed the commo team in late August while keeping track of Libyan diplomats in Paris, according to security sources cited by the weekly magazine Le Point.

It said the four were planning several attacks in the French capital, including one against the U.S. Embassy to coincide with the 18th anniversary of the Sept. 1, 1969, revolution that brought Colonel Moammar Gadhafi to power in Libya.

Colonel Gadhafi has threatened to retaliate against France and the United States for their support of Chadian military attempts to end Libyan influence in northern Chad.

## At least there are 3 appointments you can rely on to run on time.

At Marriott Hotels you can relax and enjoy a meal knowing it won't make you late.

Why? We guarantee to serve you meals when you want them and not a moment later. So you won't be eating a meal when you should have left for your next meeting.

It's this kind of attention to detail that made us the first choice for businessmen in Business Travel News.

So if you want your next business trip to run according to plan, make a date with a Marriott.

For details and reservations at all Marriott Hotels, simply phone: London 01-439 0281 Germany 0130 4422 toll free France 19 05 90 8333 toll free.

OCTOBER 1987 Week 43

19 Monday  
8:30 Breakfast at Marriott Hotel  
9:00 Board Meeting

1:00 Lunch at the Marriott  
1:45 Viewing new office site  
4:30 Meeting with Sales for

7:00 Dinner at the  
8:30 Theatre with

Week 43

Share the secrets of Cardhu.

Cardhu 12 year old Highland Single Malt Whisky from the House of Johnnie Walker.

Anthony...  
Flora...  
Mary Blume...  
Gloria Steinem...  
William McNeill...  
Don Cook...  
Edward Behr...  
Michael Leber...  
Olivier Toth...  
Jim Hoag...  
Gloria...

of the writers in  
HTC centennial issue  
of September 1987

Tribune

Marriott  
HOTELS+RESORTS

# American Airlines to the USA from 8 European cities.

## From London/Gatwick, Manchester, Paris/Orly, Frankfurt, Dusseldorf, Munich, Geneva and Zurich.

### Philippine Rebel Leader Takes Cause To the Media

By Keith B. Richburg  
Washington Post Service  
MANILA — Colonel Gregorio Honasan, the leader of the military coup attempt last month, has launched a major propaganda blitz, granting interviews to CBS, Newsweek, a local tabloid newspaper and a popular radio station.



Colonel Gregorio Honasan, being interviewed on a CBS television program Sunday.

### Watermelon Time For the Chinese: A Mixed Blessing

United Press International  
BEIJING — More than 1,000 people in Shanghai suffered broken bones when they slipped on watermelon rinds in streets and parks during the summer meloo-eating season, the newspaper China Daily said Monday.

Colonel Honasan used the various interviews to present his own unedited version of the events surrounding the Aug. 28 rebellion in the Philippines.

He said, for example, that he never had intended to seize control of the government but only "to air the sentiments of our soldiers and our people."

### Kanaks, Decrying Vote, Don't Rule Out Violence

NOUMEA, New Caledonia — Kanak separatists vowed Monday to continue their struggle against French rule in New Caledonia and gave a veiled warning that their campaign could again turn violent.

### Mervyn LeRoy, Hollywood Director, Dies

By Peter B. Flint  
New York Times Service  
NEW YORK — Mervyn LeRoy, 86, the versatile movie director of social dramas such as "Little Caesar" and "I Am a Fugitive From a Chain Gang" and romances such as "Waterloo Bridge" and "Random Harvest," died Sunday in Beverly Hills, California, after a long illness.



Kanaks removing a photo of Francois Mitterrand before Jean-Marie Tjibaou held a news conference on Monday.

many Kanaks boycotting the vote because of the "unfair basis" on which it was framed.

### Even Pope's Tour Is Subject to Delays

Los Angeles Times Service  
SAN ANTONIO, Texas — Two aborted takeoffs caused a nearly two-hour delay for reporters and photographers aboard Shepherd-3, one of three TWA jets assigned to Pope John Paul II's tour of the United States, a spokesman for the airline said.

## Call Your Toll-Free Number FOR THE INTERNATIONAL HERALD TRIBUNE INSTANT SUBSCRIBER SERVICE

HOW TO ORDER: Call your toll-free number below and the global newspaper will start arriving promptly.

Country/Currency	TOLL-FREE TELEPHONE NUMBER	12 months (+12 FREE ISSUES)	6 months (+6 FREE ISSUES)	3 months (+3 FREE ISSUES)	Savings per year
Austria A.Sch.	**	4,800	2,600	1,450	40%
Belgium B.F.	(02) 218 21 68	11,000	6,000	3,300	40%
Denmark D.K.R.	490 00 33	2,500	1,400	770	31%
Finland F.M.	(09) 69 30 30	1,750	950	520	41%
France F.F.	(1) 43 31 26 69	1,500	820	450	41%
Germany G.D.M.	(069) 29 28 00	580	320	175	41%
Gr. Britain G.	**	1,300	720	400	40%
Geneva G.	**	22,000	12,000	6,600	45%
Ireland I.R.	**	150	85	45	45%
Italy I.	(02) 346 23 69	380,000	210,000	115,000	42%
Luxembourg L.F.	**	11,500	6,300	3,400	37%
Netherlands N.L.	(020) 43 41 16	650	360	195	40%
Norway N.R.L.	(02) 41 78 81	1,800	950	540	38%
Portugal P.	**	22,000	12,000	6,600	52%
Spain S.	(05) 300 22 62	29,000	16,000	8,800	41%
Sweden S.K.R.	(08) 21 82 75	1,800	950	540	38%
Switzerland S.F.	046 65 30 30	510	280	154	44%

OFFER VALID FOR NEW SUBSCRIBERS ONLY. Toll-free telephone offer good only through October 12, 1987.

To: Subscription Manager, International Herald Tribune, 181, avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Tel: (1) 46.37.93.00

Please enter my subscription for: Please check my:

12 months (+12 Free Issues)  Am Express  Access  Visa  6 months (+6 Free Issues)  Diners Club  MasterCard  Eurocard  My check is enclosed.  Exp. date

Card account number: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/Country: \_\_\_\_\_ Tel/Telex: \_\_\_\_\_ 15-9-87

## EMPLOYMENT INTERNATIONAL CLASSIFIED

GENERAL POSITIONS AVAILABLE  
OPPORTUNITIES FOR JOURNALISTS  
AN ability to work in a high pressure electronic newsroom, to handle copy that one language during a working day and a comprehensive knowledge of international affairs are of essential importance.

EMPLOYMENT GENERAL POSITIONS AVAILABLE  
UK/US STOCKBROKERAGE firm requires staff for new Paris office to service and administer established European individual accounts on percentage basis.

EMPLOYMENT GENERAL POSITIONS WANTED  
FRENCH/ENGLISH/ITALIAN, top cv, vision, public relations, juridical experience, motivated, Paris 47 94 71

## EMPLOYMENT INTERNATIONAL CLASSIFIED

EMPLOYMENT DOMESTIC POSITIONS WANTED  
PORTUGUESE COUPLE - 30 years, Chef/owner / mother of three, wife housekeeper, Tel Paris 29 60 94 80

EMPLOYMENT AUTOS TAX FREE  
TRANSCO FRENCH SPEAKING Escort Service, Geneva 022/263469

EMPLOYMENT ESCORTS & GUIDES  
GENEVA \*DESIRE\* ESCORT SERVICE, 022/21 99 61



## Master's

Handbook the party, tomorrow's newspaper was it was the "I think theater," "And the Turner, party flow years, of States an install his next big p will be a AIDS risk Field dep Elizabeth will be the

To keep pace with industry is constantly looking for guest service. This is why Phillips hotels: such as Sir... Guest rooms in bo... and bedside communica... throughout each hotel is... We also supplied... bank background music... and facilities for video rec...



ARTS / LEISURE



Kenneth Turner and his assistants in his London workshop.

A Master's Floral Extravanzas

By Terry Trucio
NEW YORK — Kenneth Turner, a florist to London society, was asked to provide flowers for a party last year at St. James's Palace. It was, he said, "a fantastic challenge."

Handbook, refused to say who gave the party, as he does whenever customers want privacy. The English newspapers, however, revealed that it was the Duchess of Kent.

Turner, 48, has been arranging party flowers for more than 25 years, often flying to the United States and Europe to personally install his favorite buds. Turner's next big party in the United States will be a ball Sept. 27 to benefit AIDS research at the Marshall Field department store in Chicago.

Turner was born in County Down, Northern Ireland. His grandfather had a garden, and Turner loved flowers. He studied landscape horticulture in Northern Ireland and at Reading University in England, but wanted something "more theatrical" than lecturing on horticulture, he said.

So Turner hung flowers from everything in sight. Roses tumbled from the gilt chandeliers. Roses rambled up the gilt staircase. Enormous topiaries lined the walls. And hundreds of potted birch trees stood on the floor, which was stripped of its carpets at Turner's request.

Turner is part of the new breed who call themselves floral decorators. The most successful create what can be called designer flower arrangements. Like a select group of fashion designers and interior decorators, their names become known in certain circles.

Turner is viewed as the best-known and most imaginative exponent of the English style in flower arranging, a style that originated decades ago with the late Constance Spry's inventive use of country flowers. Like Spry, he is fond of delphiniums, foxgloves and hollyhocks, as well as tomatoes, cabbages and other less traditional items.

That interest has prompted Turner to expand his business in the United States. A Kenneth Turner boutique will open on the seventh floor at Bergdorf Goodman in New York on Sept. 23, and will offer items like baskets of potpourri and candles scented with Kenneth Turner Original for \$200 to \$450, moss trees for \$160 to \$185, baskets of dried flowers for \$275, bath oil for \$60 and soap for \$12 to \$35. He will also open a boutique at Marshall Field in Chicago Oct. 14.

Seasons of a Woman's Life

By Patricia Leigh Brown
New York Times Service

NEW YORK — In his groundbreaking study, "The Seasons of a Man's Life," published by Knopf nearly a decade ago, Dr. Daniel J. Levinson, a professor of psychology at Yale University, explored the patterns underlying the lives of men.

Levinson found that "women go through the same sequence of periods at the same ages as men," he said. This was surprising "because many events in their lives occur at different ages."

Levinson said that "women go through the same sequence of periods at the same ages as men," he said. This was surprising "because many events in their lives occur at different ages."

His theory that beneath the tumult of adult life are predictable, age-linked periods of relative stability and transition was sparked in part by his own midlife crisis. It was later popularized by Gail Sheehy in her book "Passages."

For one representative woman, torn between career and family, "it was as though there was no middle ground," Levinson said. "She was in a perpetual state of conflict."

Also, many of the successful dream world in which she can have a significant part. Unlike a man in his early 20s, whose life is perceived as just beginning, "the basic assumption is that when a woman marries the basic character of her life is pretty much set," he said.

Levinson has now turned his attention to women, from financial analysts to full-time homemakers. But to synthesize the life patterns of contemporary women is to encounter crosswinds in a canyon.

There were two different voices within her. "Perhaps the biggest difference between men and women, and between groups of women, concerns what Levinson called 'The Dream.'"

businesswomen did not have long-term goals. "They want to be independent, but they are conflicted about ambition," he said. "Most didn't think about a career until around age 30."

Between 22 and 28, a young man plans a tentative life structure. He forms a dream: his vision of himself in the world, his goals and aspirations.

Only 20 to 30 percent of the businesswomen married before age 28, a low percentage compared to the traditional group. No more than 10 to 15 percent had children before 28. A theme that emerged was the perception among these women of two mutually exclusive choices.

Either she is going to become an independent person with an identity of her own, or involved in love, marriage and family," Levinson said. "The sense of one or the other is very strong."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

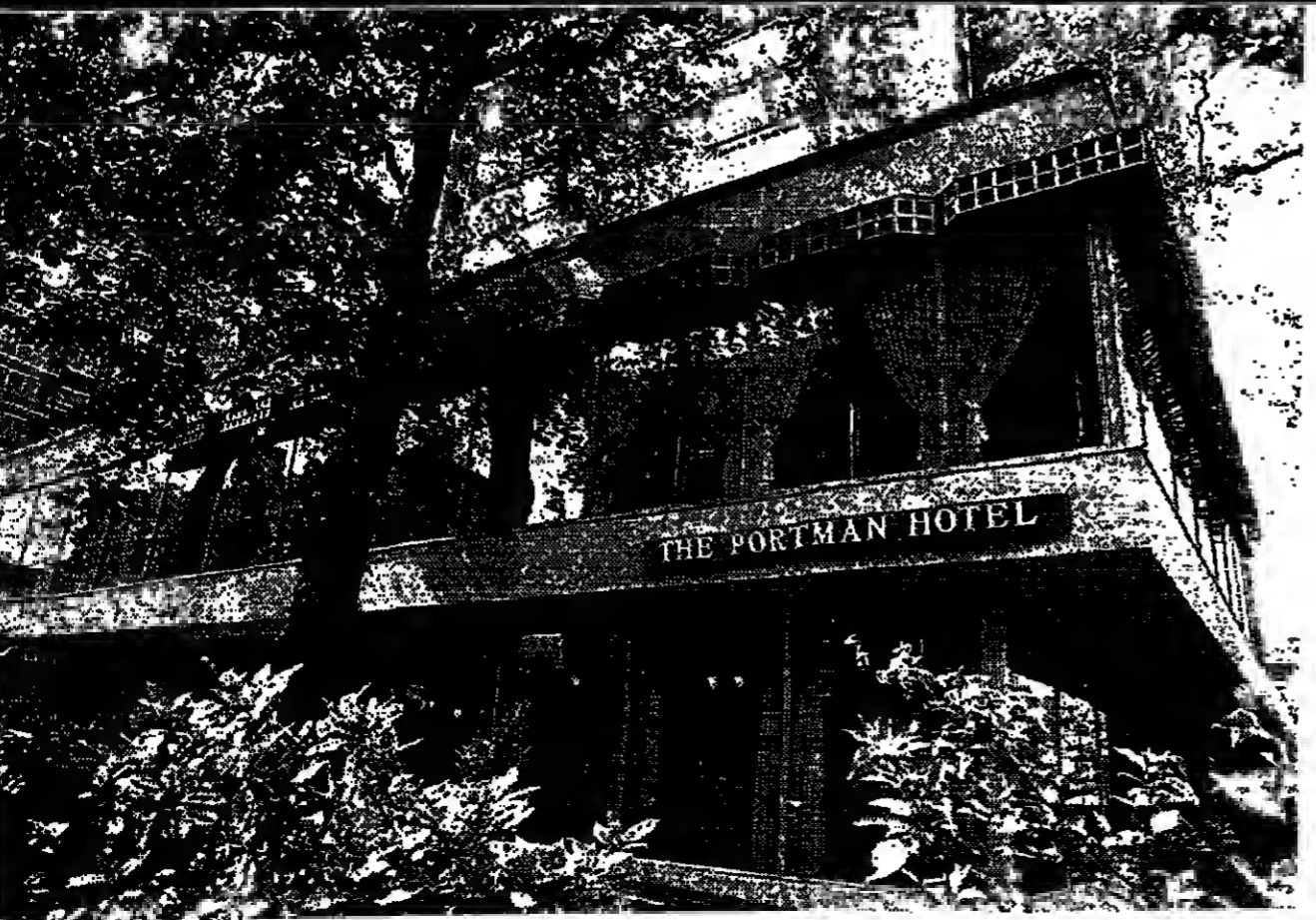
Women have greater difficulty forming the dream, he said. "Everything in society supports men having an occupational dream, but for a woman, there is still a quality of going into forbidden territory," he said.

For the more traditional women in the study, marriage and family form the central component of their early adult years. While a man forms a vision of being the hero of his dream, a woman might look for a man to marry who will create a

powerful image today, one that is frightening to a lot of women, particularly businesswomen. Very few women get to their late 30s without strongly wanting to have children."

To keep pace with increasing business and vacation travel, the hotel industry is constantly looking for ways to improve operational efficiency and guest service. This is why Philips technology is chosen by the world's most prestigious hotels: such as Singapore's Marina Mandarin and The Oriental Singapore. Guest rooms in both hotels are equipped with Philips colour TV sets and bedside communications panels, while closed circuit television throughout each hotel is used for security and surveillance. We also supplied the multichannel/multimedia distribution network, background music and public address systems, special effects lighting and facilities for video recording and audiovisual presentations.

Philips - a welcome guest at hotels the world over.



At the Portman Inter-Continental in the heart of London's fashionable West End, a Philips SOPHO S telephone system and Hotel Communications Facility (HCF) integrates the many functions of computerized telephony with hotel services such as: guest directory, call metering and accounting, room management and message handling. Thus the calm, charm and comfort of the Portman's traditional English ambience is enhanced by the speed, convenience and versatility of modern communications. This ability to apply technology efficiently, effectively and economically has made Philips a welcome guest at hotels the world over. Philips. The sure sign of expertise worldwide.



PHILIPS

Director, Dis...
"Escape" swims in the...
LeRoy took...
"General...
"Tour Is Subject to...

PHILIPS...
"Tour Is Subject to..."
"General..."
"Escape..."
"Director, Dis..."





**BUSINESS ROUNDUP**

**Chemical to Cut Staff, Take a Charge**

**NEW YORK** — Chemical New York Corp. said Monday that it planned to cut its work force by 10 percent, or about 2,100, and sell several businesses to strengthen its performance.

The bank holding company, the fourth largest in the United States, said it would take a one-time charge of about \$135 million in the third quarter to cover severance pay and other related expenses.

That will result in a third-quarter loss of \$65 million, it said. Chemical earned \$99.1 million in last year's third quarter.

The company said it would sell several businesses that did not fit its strategic plan, including its

Cleveland-based consumer finance subsidiary, Chemical Financial Services Corp. It did not name the other businesses.

Chemical and other major banks have been faced with increasing pressures on their earnings and capital because of losses on loans to developing nations, the slump in the energy and agricultural sectors and heightened competition from nonbank institutions.

In June, Chemical added \$1.1 billion to its reserves for possible loan losses, resulting in a loss of \$1.1 billion in the third quarter, compared with a profit of \$38 million a year earlier. It anticipated a loss of \$710 million for the year.

Chemical said the decision to re-

duce its staff was expected to result in pretax gains of about \$150 million annually.

It said it would cut its work force through layoffs, attrition and voluntary departures. Chemical has about 21,000 employees.

The cuts will not affect Chemical's subsidiary Texas Commerce Bancshares Inc. of Houston, which has been operating under a "strict austerity program" for the past three years. Chemical merged with Texas Commerce on May 1.

The company declined to specify which subsidiaries would be subject to job cuts.

Chemical said it expected an estimated \$300 million in pretax gains from the sale of businesses.

It said proceeds from the sales, which it expects to complete next year, would be used to build equity and support businesses that met its strategic objectives and provide an attractive return on investment.

"We are concentrating Chemical's resources on areas of business where we can achieve scale and significant market position," said Walter V. Shipley, Chemical's chairman.

**Times Mirror Agrees to Sell Denver Post to Media News**

**DENVER** — The Times Mirror Inc. said Monday that it had agreed to sell The Denver Post to an affiliate of Media News Group Inc. of Dallas for \$95 million.

The affiliate, Denver Newspapers Inc., is owned by Richard B. Scudder and William Dean Singleton, Media General Inc. of Richmond, Virginia, also will be a financial participant in the transaction and will have the right in the future to acquire a 40 percent interest in the Post, Times Mirror said in Los Angeles. The agreement is subject to government approval.

Times Mirror will retain ownership of the Post's downtown land and buildings, valued at about \$20 million, and will lease those facilities to the Post for up to five years. The sale includes the Post's new production facilities on a 45-acre (18-acre) site northwest of central Denver.

Robert F. Erburu, chairman and chief executive officer of Times Mirror, said the decision to sell the Post resulted from "significant financial losses in recent years as the prolonged economic slump in the Denver area has reduced advertising revenues in the market."

Last week, Media News announced an agreement to acquire The Houston Post from Toronto Sun Publishing Corp. With the addition of the Houston and Denver papers, Media News will own 28 daily and 28 nondaily publications. Media General Inc., a partner in the Media News Group, owns an additional four dailies and more than 30 nondaily publications.

**Whitbread Buys Distiller for £170 Million**

**LONDON** — Whitbread & Co., the British brewer, said Monday that it had agreed to acquire the James Burrough PLC distiller for about £170 million (\$280 million).

The distiller, in which descendants of James Burrough own 70 percent, makes Beefeater gin and also produces vodka.

Sam Whitbread, the brewer's chairman, said he wanted to build up his company's liquor business. James Burrough was one of the few major independent companies still largely in private hands and "the one we wanted most," he said.

The distiller's chairman, Norman Burrough, said it was difficult

to sell a company that had been an independent family business for 160 years, but the international beverage market had "changed so significantly that we now need to be part of a larger organization."

In an offer comprising shares and cash, Whitbread is offering 2,149 class A shares with limited voting rights and 480 pence in cash for each ordinary share in Burrough. The offer values each Burrough ordinary share at £12.

Whitbread said full acceptance of the offer, excluding the exercise of options outstanding, would involve the issue of about 30.4 million of the class A shares, representing about 7.35 percent of that

class of issued share capital. The cash payment would total £67.9 million.

Whitbread shares fell 3 pence to 332 pence after the purchase was announced.

The offer is flexible, allowing Burrough shareholders to receive either a larger number of Whitbread shares or a larger amount of cash. Under the flexible offer, each new Whitbread share would be exchangeable for 335 pence in cash.

Whitbread said that when the offer was complete, Mr. Burrough, who will remain as the distiller's chairman, would also join the board of Whitbread as a nonexecutive director. (Reuters, AP)

**Telefónica to Increase Capital For 1988 Spending Plans**

**PARIS** — Spain's semipublic phone company is planning to increase its capital to help finance investment in 1988 totaling around \$2.65 billion, company officials said Monday.

The spending by Compañía Telefónica Nacional de España is part of a four-year investment plan through 1990 totaling about \$10 billion, aimed at improving the country's communications network.

The group intends to raise just over half of the 1988 sum on U.S. and European financial markets, partly through an increase in equity and partly through a bond issue, officials said. Details are expected to be completed later this month.

The Spanish government, which holds 33 percent of the group's capital, will take up its rights to the equity increase in proportion to its current stake.

The four-year spending plan intends to extend the country's phone network to provide 30 main lines for each 100 inhabitants, compared with 25 lines at the beginning of this year, the officials said.

They added that Telefónica would probably sign a joint-venture agreement with the Soviet Union next month involving telecommunications equipment. The group is also looking into the possibility of buying companies in Latin America, they said, but gave no further details.

**Jacobs Suchard Reports 14.5% Rise in Revenue**

**ZURICH** — Jacobs Suchard AG said Monday that group revenue rose 14.5 percent to 2.9 billion Swiss francs (\$1.95 billion) in the first half and it expected an increase in profit for 1987.

The company gave no profit figures but said it increased market share in coffee and chocolate.

**Fermenta Backs TRI Bid**

**STOCKHOLM** — Fermenta AB, the troubled Swedish biotechnology company, said Monday that its board had recommended approval of a new offer by Trans Resources Inc. for its foreign units.

Fermenta's managing director, Bertil Holmberg, said the bid from the U.S. fertilizer and chemical group was valued at 1.4 billion kronor (\$218 million). He said all major shareholders and banks supported the bid. Fermenta will seek

formal shareholder approval at a meeting in mid-October.

Trans Resources would buy the Reform and Pro-Chim units in Italy and Fermenta Inc. and SDS Biotech in the United States.

"Trans Resources is mainly interested in Fermenta's production and research facilities and inventory," one analyst said. "What will be left if the bid succeeds is an empty shell."

Fermenta, which is heavily in debt, said the units would be sold at a significant profit.

**Shearson Is Eliminating 150 Jobs in London**

**LONDON** — Shearson Lehman International, an arm of the big investment bank, is cutting 150 jobs from its staff of 1,400 in London, a company spokesman said Monday.

He said the cuts were due to the consolidation of the group's British business into one office from five and to changing conditions in securities markets in London since the "Big Bang" deregulation in October 1986. He would not comment on profitability.

The Shearson spokesman said the staff cuts followed a review of the London operations of the firm, which is a unit of American Express Co.

The reductions at Shearson had been expected; a few weeks ago, rumor had had it that as many as 400 employees might be dismissed.

London's financial market is going through a painful period of consolidation after the deregulation. Firms are reassessing their

staffing levels as high salaries eat into trading profits already slumped by growing competition.

The Shearson Lehman spokesman said the layoffs were in several areas, including the back office and government bond and equity sales.

He said the firm would not drop any activities. It will continue to operate as a market maker in British shares and government bonds, known as gilt.

Departures include some senior

people whom the spokesman would not name. Severance terms are generous, he added.

Shearson Lehman employs 27,000 people worldwide.

Shearson's London chairman, Jacques Gelardin, said the review of the British business had been "prompted by the consolidation of our offices into new headquarters, dramatic changes in the financial markets since deregulation, and our rapid growth."

**Chemical Bank Home Loans**

The Best UK Mortgages for Expatriates

- \* interest only
- \* no capital repayment
- \* immediate funds available

Phone our mortgage consultants on 01-380 5019/5214

**Ferruzzi Buying Central Soya Co.**

**RAVENNA, Italy** — Gruppo Ferruzzi said Monday that its holding company, Ferruzzi Agricola Finanziaria, had agreed to acquire Central Soya Co. for around \$170 million.

Ferruzzi, a fast-growing agribusiness and financial empire, is to purchase the food processor, based in Fort Wayne, Indiana, from Shamrock Capital LP. Under the accord, Ferruzzi would also take over a \$195 million bond issue. No further details of the bond were made public.

Ferruzzi said the agreement was subject to the completion of certain formalities.

Shamrock Capital, a limited partnership of the Roy E. Disney family, acquired Central Soya in 1985. Shamrock gave the purchase price as \$303 million.

**SEC Zeroes In on a Takeover Tactic**

**WASHINGTON** — The Securities and Exchange Commission is expected to take a step this week toward abolishing a controversial tactic used in corporate takeovers.

The five commissioners are expected to vote on Wednesday to seek public comment on a proposed rule that would restrict open-market purchases of more than 10 percent of a takeover target's stock. The restriction would apply if a tender offer for the company was under way or had just ended, commission officials said.

In several takeover battles in recent years, controlling blocks of a target company's stock have been bought on the open market, largely from arbitrageurs, at the end of a tender offer. The practice is known as "sweeping the market."

In 1985, for example, quick purchases totaling 30 percent of SCM Corp. were made by the British conglomerate Hanson Trust PLC, ending a bidding war. Hanson

bought the 3.1 million SCM shares in one afternoon after it had dropped its tender offer.

The commission staff believes that such large purchases can constitute an illegal tender offer, forcing ordinary shareholders to sell their stock under pressure if they hope to receive the same price being paid to arbitrageurs.

"The intent of the proposal is to address the real problem — purchasers that use the market pressures of a tender offer against investors," Daniel L. Goelzer, the SEC's general counsel, said in a speech this summer.

Another reason for the proposed rule is that the SEC's position has not fared well in the courts. In a lawsuit arising from the SCM takeover, for example, the U.S. Court of Appeals for the 2d Circuit held that the Hanson purchases did not constitute a tender offer.

The proposed SEC rule would prohibit "purchases, offers to pur-

chase, arrangements or understandings to purchase or solicitation of offers to sell" that would result in anyone's increasing a holding in a takeover target by 10 percent until 10 business days after the end of a tender offer.

Bidders for the company would have to wait longer, 30 days, before passing the 10 percent threshold.

Purchases of an amount of shares greater than 10 percent could still be made by a formal tender offer, which is subject to SEC supervision and must extend for at least 20 days.

A final vote on the proposal will not take place until after the SEC reviews any public comments it receives. The process is expected to take several months.

Action by the SEC will be closely watched in Congress, where about 20 bills have been introduced to alter the procedures for tender offers and related Wall Street matters.

**Dalgety Reports 23% Profit Rise**

**LONDON** — Dalgety PLC said Monday that pretax profit rose 23.3 percent to £92.5 million (\$152.8 million) in the year to June 30, from £75 million the previous year.

The group restructured during the year, to focus on food and agriculture. It said that Golden Wonder (Holland) BV, purchased on Oct. 1, 1986, posted a trading profit of \$8.1 million in the year, while the disposal of ABM Chemicals Ltd. and the insurance broker Clarkson Puckle Group Ltd., helped produce an extraordinary credit of £17.1 million, against a previous debit of £38.2 million.

Dalgety said revenue rose 1.8 percent to £5 billion during the year, from £4.91 billion the previous year.

Earnings per share were 27.8 pence, up from 24 pence.

**FUERZA AREA ARGENTINA - ARGENTINE EMBASSY**

PUBLIC BID FOR SALE N° 01/87 - DGA

**SALE OF "BURROUGHS B-7821 COMPUTER EQUIPMENT COMPONENTS"**

F.A.A. invites Argentine and foreign companies, dealers, suppliers, mixed companies and manufacturers, foreign governments to present offers according to the BID N° 01/87 - DGA.

**DESCRIPTION OF MATERIAL**

BURROUGHS B-7821 COMPUTER EQUIPMENT COMPONENTS (Serial N° 7800 System) able to A.T.C. (Air Traffic Control), as is - not used.

**DOCUMENTS**

The documents (components list, technical brochure, sale conditions) are available free of charge at:

**FUERZA AREA ARGENTINA**  
DIRECCION GENERAL DE ABASTECIMIENTO  
"Comision de Adjudicaciones"  
Edificio Conador - 1er piso - Oficina 192 Sector Amarrillo  
Calle Pedro Zanni N° 250 - PHONE (54-1) 31.3873  
1104 BUENOS AIRES (REP. ARGENTINA)

**EUROPEAN AREA**  
AIR ATTACHE'S OFFICE  
ARGENTINE EMBASSY  
73/75, Rue E. Norrier  
92200 NEUILLY/SEINE (France)  
PHONE: (33-1) 46 40 04 09

**AMERICAN AREA**  
AIR ATTACHE'S OFFICE  
ARGENTINE EMBASSY  
2405 I Street N.W.  
WASHINGTON D.C. (U.S.A.)  
PHONE: (1-202) 452-8708

They can also be mailed by request.

**EXHIBITION SITE**  
GRUPO ABASTECIMIENTO PALOMAR - Carruela y Rosales  
EL PALOMAR - Provincia de Buenos Aires, ARGENTINA  
Weekdays from 8:00 a.m. to 1:00 p.m. until five working days previous to bid opening date.  
To see material, call for an appointment at: (54-1) 311-3873 - ARGENTINA

**PRESENTATION DATE**  
Offers should be presented: October 30th, 1987 at any of the three above mentioned addresses.

**FINANCING**  
According to the terms specified in the brochure.

**Sony's Interest in Video Software Led to Talks on CBS Records**

**TOKYO** — Sony Corp. said Monday that its attempt to buy the records group of CBS Inc. would enable it to acquire video software, one of Sony's main goals.

A Sony spokesman said negotiations with CBS about the records group, the largest U.S. record company, were still not specific.

The acquisition of CBS Records would enable Sony to move into the lucrative market that includes compact-disk videos and high-definition television, the spokesman said. One analyst said Sony hoped to set up movie theaters using the new television technology.

The upscale CD and HDTV market contrasts with the mid- to low-range market, in which profit margins have been slashed by the yen's strength on currency markets and by competition from newly industrialized Asian nations.

CBS said Friday that it would eventually respond to Sony's inquiry, made last week.

Last year CBS rejected an offer from Sony to acquire the record division for \$1.25 billion. CBS has continued to maintain that it is not interested in selling the division.

CBS Records has recently been a star performer, helping to offset a slump in the company's core business of broadcasting. Operating profit for 1986 at \$162.1 million on sales of \$1.49 billion, accounted for 31 percent of the company's total revenue.

Suzue Suzuki Rawle, a consumer electronics analyst at Barclay's de Zoete Wedd, said Sony's planned acquisition of CBS Records, with its stable of superstars, such as Michael Jackson and Bruce Springsteen, could help Sony to develop compact-disk videos, CDVs, which hold 20 minutes of music and 5 minutes of images, are especially suited for music videos.

"The success of CDV will lead to success of the laser disk," Ms. Rawle said. She added that CDVs were in position to "take off" in part because of the eagerness of Philips NV of the

Netherlands to market them in the United States.

Buying the CBS record group would also strengthen Sony's ability to control and direct production of optical software and hardware, she said. Sony and CBS already cooperate in that area with a highly profitable joint venture.

In addition to music and video, optical products such as compact disks and laser disks have many uses as data-storage devices. Sony hopes to develop markets for read-only compact disks, as well as erasable CDs, for both industrial and consumer markets, she said.

Sony also plans to develop a chain of movie houses using high-definition television technology, an analyst at a major Japanese securities house said.

The demands for the technology "will total 30 trillion yen (\$210 billion) by the year 2000, but the key to developing HDTV is software," the analyst said.

buying the CBS record group would also strengthen Sony's ability to control and direct production of optical software and hardware, she said. Sony and CBS already cooperate in that area with a highly profitable joint venture.

In addition to music and video, optical products such as compact disks and laser disks have many uses as data-storage devices. Sony hopes to develop markets for read-only compact disks, as well as erasable CDs, for both industrial and consumer markets, she said.

Sony also plans to develop a chain of movie houses using high-definition television technology, an analyst at a major Japanese securities house said.

The demands for the technology "will total 30 trillion yen (\$210 billion) by the year 2000, but the key to developing HDTV is software," the analyst said.

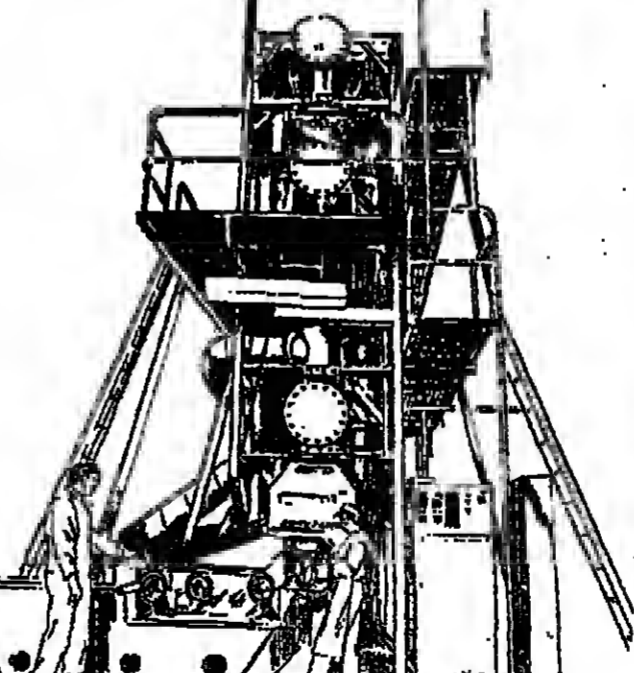
This advertisement is not an invitation to subscribe for shares

**NEW ISSUE**

**KIGA INDUSTRIES PLC**

(Incorporated under the laws of the United Kingdom)

**Offer for Subscription under the laws of the United Kingdom of up to 2,500,000 Ordinary shares of 25p each at 110p**



KIGA INDUSTRIES plc has developed the first Aseptic food processing system capable of processing and preserving solid food in bulk on an assembly line basis. The system is an advancement of the technology known as HTST (High Temperature, Short Time) that is currently being utilised to process liquids such as long life milk and fruit juices.

Until now, this technology has not been capable of preserving solid food in a manner acceptable to the public and to the Food Processing Multinationals.

To receive an executive summary and a copy of the Company Prospectus, please complete and return the attached coupon. This new issue is intended as an Offer to the Public and not as a Private Placing. The minimum subscription will be £275 (250 shares) and thereafter in multiples of 250 Ordinary shares.

MAIL TO: Kiga c/o Nutrex International Ltd, Preston House, The Furlong, Warmminster, Wiltshire BA12 9BU, United Kingdom.  
Telephone: (0985) 218521  
Telex: 449445 NUTREX G  
Telefax: (0985) 218942

**FEATURES OF THE SYSTEM**

The Kiga Series 500 Processing Plant has been successfully tested in an assembly line environment and has proven beyond question its ability to: Process the following food groups without radiation: Fruits, Cereals, Grains, Seafood, Vegetables and Meat.

Process foods in quantities of 500 grams to 1 tonne at a time, making it flexible enough for use by the multinational food concerns.

Cost of the Aseptic Food Processing Plant (approx. £2½ million) is about one third cheaper than a similar capacity freezing system and about half the cost of a canning (can retorting) system which makes it an attractive alternative to industry.

The consumer receives, in effect, a package of fresh food (meat or vegetables) free of additives or preservatives that has not been bombarded with radiation, retains all of its texture, all of its vitamins and can sit on a shelf with no requirement to freeze or can, for a period of up to 24 months.

Please send me a Kiga Industries plc Prospectus (please print in block letters)

Name .....

Address .....

Country ..... Postal Code .....

Tel No .....

Business .....

\*Only applications completed in full will be considered for share allotment. In the event of oversubscription, shares will be allotted on a percentage of request basis.

**C&W: Li Group Buys 4.9% Stake**

(Continued from first finance page)

at 4.3 dollars to raise 2.08 billion. Hong Kong Electric's rights issue will also be a one-for-five offering at 8 dollars to produce 2.42 billion.

Monday morning, the four companies voluntarily suspended trading in their shares on the Hong Kong Stock Exchange, where the suspension announcement weakened the market. At midday, the Hang Seng Index had lost 46 points, but later recovered to close 10.66 points down at 3,649.84.

On Friday, Cheung Kong shares closed at 12.90 dollars, Hutchison Whampoa at 14.20, Cavendish at 5.35 and Hong Kong Electric at 10.10.

C&W's shares closed lower at 438.50 pence Monday on the London Stock Exchange, after Friday's 455 pence.

C&W, which operates in 50 countries and employs over 24,000, has two major units in Hong Kong, C&W Hong Kong Ltd. and Hong Kong Telephone. Recently, the company has participated in joint ventures in China to provide telecommunications networks.

Some share analysts believe Mr. Li's interest in C&W stems from the British company's controlling interest in Hong Kong Telephone.

Both Hong Kong Telephone and Hutchison Telecommunications, a subsidiary of Hutchison Whampoa, have formed consortiums to bid for a highly lucrative cable television contract in Hong Kong.

Sir Eric Sharp, C&W's chairman and chief executive, said Mr. Li's purchase "was a surprise to us."

Although the stake would represent the largest foreign shareholding in the company, Sir Eric said, C&W "remains quite comfortable and relaxed" about the Hong Kong businessman's interest. The British

**Li Ka-shing**

government, which denationalized C&W in 1981, maintains a "golden share" that can block any foreign takeover. Because the company works on sensitive military communications projects, individuals or associated groups are restricted to 15 percent holdings. (IHT, Reuters, AFP)

**FOREIGN & COLONIAL RESERVE ASSET FUND**

PRICES AT 8.90p

A. U.S. DOLLAR "CASH"	\$126
B. MULTICURRENCY "CASH"	\$14.20
C. DOLLAR BONDS	\$12.42
D. MULTICURRENCY BONDS	\$14.22
E. STRONG COUNTRIES	\$11.65
F. DEUTSCHMARK BONDS	\$10.09
G. YEN BONDS	\$10.09
H. S&I BONDS	\$10.09
I. STERLING EQUITY	\$12.95
M. U.S. EQUITIES	\$14.78
N. JAPANESE EQUITIES	\$14.78
O. GLOBAL EQUITIES	\$13.09
X. STERLING "CASH"	\$10.39
Z. GOLD	\$11.30

**FOREIGN & COLONIAL RESERVE ASSET FUND LIMITED**

MANAGED BY: JAMES HENNESSY & CO. LTD.

14 MARLBOROUGH STREET, LONDON, W.1

TELE: 02147471

FOR OTHER F & C FUNDS, SEE INTERNATIONAL FUNDS LIST

**FIDELITY PACIFIC FUND S.A.**

Incorporated Under the Laws of Panama

**NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS**

October 15, 1987

Please take notice that the Annual General Meeting of Shareholders of Fidelity Pacific Fund S.A. (the "Corporation") will take place at 2:00 p.m. at the Corporation's principal office, Pembroke Hall, Pembroke, Bermuda, on October 15, 1987.

The following matters are on the agenda for this meeting:

1. Election of seven (7) Directors, specially the re-election of all present Directors, Messrs. Edward C. Johnson 3d, William L. Byrnes, Charles A. Fraser, Hisashi Kurokawa, John M.S. Patton, Harry G.A. Seggerman and E.F. van den Hoven.
2. Review of the balance sheet and profit and loss statement for the fiscal year ended May 31, 1987.
3. Ratification of the actions taken by the Directors since the previous Annual General Meeting.
4. Ratification of the actions taken by the Investment Manager since the previous Annual General Meeting.
5. Consideration of such other business as may properly come before the meeting.

Holders of registered shares may vote by proxy by mailing a form of Registered Shareholder's Proxy obtained from the Corporation's Principal Office in Pembroke, Bermuda, or from the companies listed below, to the Corporation at the following address:

Fidelity Pacific Fund S.A.  
P.O. Box 670  
Hamilton 5, Bermuda.

Holders of bearer shares may vote by proxy by mailing a form of Certificate of Deposit and a form of Bearer Shareholder's Proxy obtained from the Corporation's Principal Office in Pembroke, Bermuda, or from the companies listed below, to the Corporation at P.O. Box 670, Hamilton 5, Bermuda. Alternatively, holders of bearer shares wishing to exercise their rights personally at the Meeting may deposit with the Corporation the certificates for their shares or a Certificate of Deposit therefore prior to the Meeting.

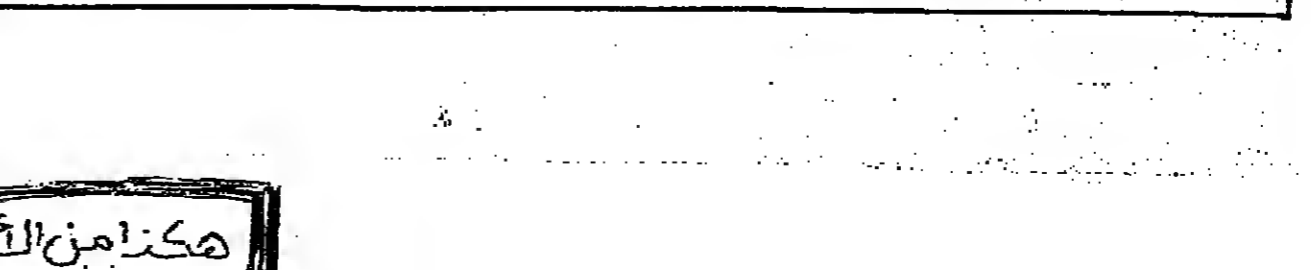
All Proxies (and Certificates of Deposit issued to bearer shareholders) must be received by the Corporation not later than 1:00 p.m. on October 15, 1987, in order to be effective at the Meeting.

By Order of the Board of Directors  
Charles T.M. Collins  
Secretary

— FIDELITY INTERNATIONAL MANAGEMENT HOLDING LTD.  
25 Lovat Lane, London EC3R 8LL, England.

— COMPAGNIE FIDUCIAIRE  
15, Boulevard de la Foire, Luxembourg.

— FIDELITY INTERNATIONAL (C.I.) LTD.  
9 Bond Street, St. Helier, Jersey, Channel Islands.



NYSE Most Actives table with columns: Vol., High, Low, Last, Chg.

Market Sales table with columns: NYSE a.m. volume, NYSE p.m. volume, etc.

NYSE Index table with columns: High, Low, Close, Chg.

Monday's NYSE Closing logo and text: Via The Associated Press

AMEX Diary table with columns: Code, Prev.

NASDAQ Index table with columns: Composite, Clean, Weak, Year.

AMEX Most Actives table with columns: Vol., High, Low, Last, Chg.

Dow Jones Bond Averages table with columns: Bonds, Utilities, Industrials.

NYSE Diary table with columns: Code, Prev.

Odd-Lot Trading in N.Y. table with columns: Best, 11, 20, 30, 40, 50.

Dow Jones Averages table with columns: Open, High, Low, Last, Chg.

Standard & Poor's Index table with columns: Industrials, Transp., Finance, etc.

NASDAQ Diary table with columns: Code, Prev.

AMEX Stock Index table with columns: High, Low, Close, Chg.

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Main NYSE stock listing table (left side) with columns: 12 Month High, Low, Stock, Div., Yld., PE, etc.

NYSE Rises in Erratic Trading

NEW YORK — Prices on the New York Stock Exchange drifted higher Monday in moderate, erratic trading. The Dow Jones industrial average rose 4.30 points to close at 2,613.40, after rising 47.36 points last week.

Volume fell to 152.12 million shares from 178.02 million on Friday. The market opened higher but turned mixed by midmorning when blue-chip stocks lost their early advance.

The perception is that we had a pretty good rally — about 100 points in a week — and now it's time to sit and wait to see what's next, said Brad Weekes, a trader with Donaldson Lufkin & Jenrette.

Only last Tuesday, the market, embroiled in a volatile correction, dipped below the 2,500 level in intraday trading before it recouped some of that loss. Since then, stocks have steadily moved higher, in part because of the firmer dollar and bond markets and a spate of bargain-hunting.

Continuation of NYSE stock listing table (middle section).

Main NYSE stock listing table (right side) with columns: 12 Month High, Low, Stock, Div., Yld., PE, etc.

Culligan Europe makes water better advertisement with image of a water filter.

Table with columns: Vienna, Austria; Brussels, Belgium; Les Claves, France; etc.

Table with columns: 12 Month High, Low, Stock, Div., Yld., PE, etc.

Table with columns: 12 Month High, Low, Stock, Div., Yld., PE, etc.

Table with columns: 12 Month High, Low, Stock, Div., Yld., PE, etc.

Vertical advertisement for Madrid Share Inc. and other financial services, including text about Madrid stock exchange and interest rates.

TUESDAY, SEPTEMBER 15, 1987

Page 11

INTERNATIONAL STOCK MARKETS

As Fever Grips Provinces, Madrid Share Index Soars

By ANDREW HURST

MADRID — Investors attracted by Spain's booming economy are on a feverish buying spree on the Madrid stock exchange, where share prices rose Monday to record levels.

Some analysts fear that prices have risen too fast and many new investors buy indiscriminately.

Also helping to boost values are a sharp increase in company profits and an influx of money from institutional investor funds in the United States, Britain and Japan.

The purchase, which surprised the British company, will be financed with rights issues totaling 10.3 billion Hong Kong dollars by four companies that Mr. Li controls.

Mr. Li's subsequent purchase of 43 percent of Esby Oil Ltd. of Canada.

Dealers said that all sectors registered strong gains Monday, reflecting a flood of orders from private and institutional investors.

In August, the value of all shares traded on the Madrid bourse amounted to 392.55 billion pesetas (\$3.25 billion), up from 117.86 billion pesetas in August 1986.

But some analysts fear that prices have risen too far too fast and that many new investors have bought indiscriminately.

"Many stocks in weak companies have been bid up in the expectation of a takeover," he said.

More financial news on Pages 19, 21.

HK Firms Buy 4.9% Of C&W

Li Ka-shing Pays \$385 Million

Compiled by Our Staff From Dispatches HONG KONG — Li Ka-shing, the Hong Kong property developer, said Monday that three of his companies had bought 4.9 percent of British communications concern Cable & Wireless PLC for just under \$3 billion.

The purchase, which surprised the British company, will be financed with rights issues totaling 10.3 billion Hong Kong dollars by four companies that Mr. Li controls.

Although C&W has extensive interests in Hong Kong and China, analysts said the move was part of an effort by Mr. Li to diversify his assets overseas.

Carlton L. Poon, research director in Hong Kong for James Capel (Far East) Ltd., said that although the rights issues totaled 10.2 billion dollars, cross holdings within the group meant that the net amount available for fresh investment would be only 6.6 billion.

The C&W purchase was made by Mr. Li's flagship property company, Cheung Kong (Holdings) Ltd., along with two affiliates, Hutchison Whampoa Ltd. and Cavendish International Holdings Ltd.

Mr. Li said the purchase was "a straight investment — and it is a good investment — but I don't want to tie my hands by saying that we wouldn't want to increase our shareholding in Cable & Wireless."

Cheung Kong will raise 2.08 billion dollars by issuing one new share at 10.40 dollars for every 10 held.

A Soviet Bank Feels 2 'Big Bangs'

By Warren Getler

International Herald Tribune LONDON — Sergey D. Konychev, like many a bank director in London's competitive financial district, is under pressure to produce bigger profits and dividend payouts.

"Naturally, our shareholders are more and more interested in the dividend issue," he said. "While 1986 was a good year, we're seeing some pressure to improve."

But the shareholders beseeching Mr. Konychev for a better bottom line are not Western private investors, insurance companies and pension funds, but the giant state banks of the Soviet Union.

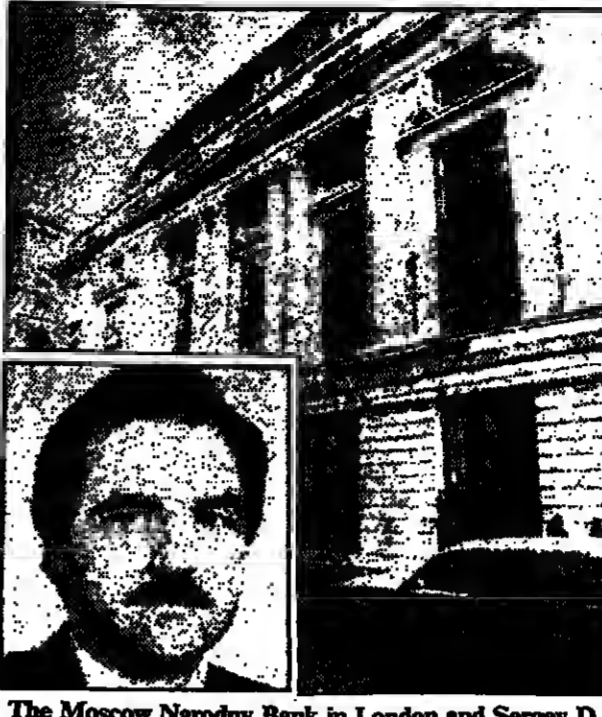
Mr. Konychev, 33, is one of six Soviet directors on the board of Moscow Narodny Bank Ltd., the Soviet Union's capitalist outpost in the heart of the City, London's financial district.

Situated around the corner from the Bank of England, Narodny has a reputation among its Western competitors as a sophisticated but conservative operator — not only in its core business of East-West export finance, but in the foreign exchange markets and in certain money-market operations.

These days, Moscow Narodny is being forced to take an increasingly competitive role that offers potential lessons for shareholders back in Moscow.

The new pressures result from two "Big Bangs": not just the deregulation of London's financial markets, but also a bold effort to liberalize the Soviet economy.

"Moscow Narodny is a well-respected bank. Commensurate with its size, it is doing the kinds of things one would expect it to do," said Paul Winchester, who manages National Westminster Bank PLC's money-market dealing room.



The Moscow Narodny Bank in London and Sergey D. Konychev, one of the six Soviet directors on its board.

In the late 1950s, it took credit for becoming one of the first banks to take part in the now booming Eurodollar market in London, which involves placing dollar deposits with banks outside the United States.

Since London's "Big Bang" of deregulation in October 1986, Narodny has been striving to update its technology and keep pace with the sophisticated products that banks are offering international customers.

The bank, which currently employs a staff of 210 British non-See NARODNY, Page 21

OPEC Output Said to Fall as Consumers Balk

United Press International

NEW YORK — OPEC's surplus production is likely to drop by as much as 1.5 million barrels a day in September, primarily because consumers have been reluctant to buy the cartel's crude at official prices, an industry publication reported Monday.

OPEC production surged to a 12-month high of 19.8 million barrels a day in August even though the cartel agreed to limit output to 16.6 million barrels a day for the second half of 1987, Petroleum Intelligence Weekly said.

"A volume slide of as much as 1.5 million barrels a day for September is being reinforced by the refusal of producers to offer price discounts or other 'sweeteners' to maintain previous production, the weekly said.

Such a decline would reduce the output of the Organization of Petroleum Exporting Countries to 18.3 million barrels a day in September, including liquefied petroleum gas, according to preliminary estimates.

The journal said that most of the drop in September output was occurring in OPEC's Gulf countries, which were responsible for the entire surge in August output from July levels.

The authoritative oil journal said that "foot dragging by customers" who were reluctant to increase their purchases at official prices was

more responsible for the downturn in production than OPEC's plan to dispatch a high-level delegation to all 13 member states to urge them to curb excess output.

OPEC adopted the production ceiling of 16.6 million barrels a day for the second half in June with the aim of defending its \$18-a-barrel benchmark price.

He noted that the system of economic surveillance recently developed by the so-called Group of Seven had revealed a slowdown in German growth.

He noted that German officials had pledged "that if their growth did not measure up to expectations they would be pleased to look at additional measures and prospects."

At the same time, both the one-time advantages of low oil prices and advantageous exchange rates have vanished.

Meanwhile, Italy's room for economic maneuver seems to be decreasing. The latest exchange and credit policy measures come on the heels of a package announced in August, of tax increases aimed at damping the growth in consumer demand.

Despite strong growth in GDP, which is estimated by the Organization for Economic Cooperation and Development at 3.25 percent this year, slowing to 2.5 percent in 1988, domestic consumption is still running at an unacceptably high level, economists say.

Imports in June were 18.7 percent higher in value than the year earlier, and both the merchandise trade and current account balances are weakening.

See FRANCE, Page 21

AMEX Most Active Stocks table with columns for stock names and prices.

Culligan Europe makes water better. From drinking water systems to water conditioners and softeners, Culligan has a way to improve your water.

Table listing Culligan products and prices for various countries like Vienna, Austria and Brussels, Belgium.

Culligan logo and brand name.

Table with multiple columns of financial data, likely interest rates or market indicators.

Table titled 'Cross Rates' showing exchange rates for various currencies like USD, DM, SF, etc.

Table titled 'Other Dollar Values' showing values for different currencies.

Table titled 'Forward Rates' showing forward rates for various currencies.

Table titled 'Interest Rates' showing interest rates for different terms.

Table titled 'Eurocurrency Deposits' showing deposit rates for various currencies.

Table titled 'Key Money Market Rates' showing key money market rates.

Table titled 'U.S. Money Market Funds' showing money market fund data.

Table titled 'Asian Dollar Deposits' showing Asian dollar deposit rates.

Table titled 'Gold' showing gold prices.

Italian Credit, Exchange Package Seen as Stoppag Measure

By David Brown

Special to the Herald Tribune ROME — The Italian government's emergency package of new credit and exchange policy regulations will tackle the symptoms but not the causes of a crisis in economic confidence, according to some analysts.

The exchange rate, which prevents imports from paying for shipments in advance in lire and exporters from delaying foreign currency receipts, succeeded Monday in stemming the drop of the lire against major European currencies, most notably the Deutsche mark.

In Milan, the lire was fixed Monday at 721.75 to the mark, against 724.95 at Friday's close. Last Monday, the lire was fixed at 724.1.

Last week's central bank intervention, estimated by traders to have amounted to 2.5 trillion lire (about \$1.9 billion), failed because of widespread expectations of an imminent revaluation, which traders say has at least temporarily subsided.

"Now, I think we may even see a slight strengthening" of the lire rate, said one foreign exchange trader at a major Italian bank, "but it's hard to say how long it will last."

But the reaction of the Milan bourse, which fell to a 1987 low on Monday, reflects an underlying concern about the basic direction of the economy, among other factors, analysts said.

The MIB index closed Monday at 820, down from 834 on Friday and 18 percent down from the start of the year.

"These are stopgap measures," said an analyst in Milan. "The weakness on the stock exchange partly reflects concern that the economic fundamentals have not been addressed."

Among the biggest concerns are the budget deficit, which amounts to 11 percent of gross domestic product; the weakening terms of trade, and the national debt, which

Before Election, Chirac's Tax Cuts Are Seen as a Gift to Voters

By Jacques Neher

Special to the Herald Tribune PARIS — With his eye on winning the presidency next spring, Prime Minister Jacques Chirac is throwing a \$5.5 billion party for France's taxpayers, according to some economists.

The government has recently cut value-added taxes on a variety of consumer goods and services, and is expected to announce reductions in personal income and business taxes.

The economists say the tax package, to be included in the budget that Finance Minister Edouard Balladur will unveil on Wednesday, will prove popular with voters, although its effect on the otherwise moribund French economy may be limited.

As the economists point out, increases in social security contributions that began in May are likely to wipe out most of the savings provided by the tax cuts.

Nevertheless, the reductions in VAT rates over the past few weeks will reduce the prices consumers pay for cars, motorcycles, auto rentals, sound recordings, medicine and even carnival tickets.

And the new budget is expected to include provisions for decreases in personal income tax rates of 2 percent to 4 percent, with the biggest cuts going to middle-class households.

For business, the package is expected to include elimination of value-added tax on telephone services, dropping of a tax on overhead, reduction of fuel oil tax and new tax credits for investments in research and development.

These are on top of a cut in the business profits tax rate to 42 percent from 45 percent in the 1987 fiscal year.

Together, these reductions are expected to lighten the tax burden on the French by more than 33 billion francs (\$5.46 billion) in 1988. They represent an acceleration of a program begun by Mr. Chirac's government after it came to power last year, and they will bring total tax cuts over the 1987 and 1988 fiscal years to at least 62 billion francs.

Baker Presses Bonn on Growth

WASHINGTON — Treasury Secretary James A. Baker

said Monday that the seven major industrialized democracies would discuss a decline in West German economic growth at international meetings here later this month.

He noted that the system of economic surveillance recently developed by the so-called Group of Seven had revealed a slowdown in German growth.

He noted that German officials had pledged "that if their growth did not measure up to expectations they would be pleased to look at additional measures and prospects."

Mr. Baker has argued that faster German growth would attract more U.S. imports, thus reducing the U.S. trade deficit.

See FRANCE, Page 21

See FRANCE, Page 21

See FRANCE, Page 21

See FRANCE, Page 21

See FRANCE, Page 21

THE AUDEMARS PIGUET CHRONOGRAPH. INSTANTLY RECOGNISABLE.

Advertisement for Audemars Piguet watch, featuring a photo of the watch and text describing its features.

Advertisement for Audemars Piguet watch, featuring a photo of the watch and text describing its features.

Advertisement for Audemars Piguet watch, featuring a photo of the watch and text describing its features.

Advertisement for Audemars Piguet watch, featuring a photo of the watch and text describing its features.

Advertisement for Audemars Piguet watch, featuring a photo of the watch and text describing its features.

Advertisement for Audemars Piguet watch, featuring a photo of the watch and text describing its features.

TENDER NOTICE

The "SOCIÉTÉ BURKINAISE DES FIBRES TEXTILES" (SOFTEX) - B.P. 147 - BOBO DIULASSO (BURKINA FASO) hereby gives notice of invitation to international tender for the supply of fertilizer in two lots, as follows:

LOT 1: 15,000 metric tons of NPKSP fertilizer; LOT 2: 5,000 metric tons of urea.

PARTICIPATION Suppliers and furnishers must be from a WORLD BANK country member, or from TAIWAN, or SWITZERLAND.

TENDER NOTICE May be obtained against payment of F.F. 1,000 (One thousand) from: SOFTEX - B.P. 147 BOBO DIULASSO (BURKINA FASO); SOFTEX - B.P. 1650 OUAHADOU (BURKINA FASO); C.F.D.T. - 13, Rue de Monceau, 75008 PARIS (FRANCE).

Hutton MANAGED CURRENCIES PROGRAM

PERFORMANCE RESULT FOR BEGINNING EQUITY OF \$ 20,000 JANUARY 1st 1987 HAS BECOME \$ 24,891 SEPTEMBER 1st, 1987 AFTER ALL COMMISSIONS

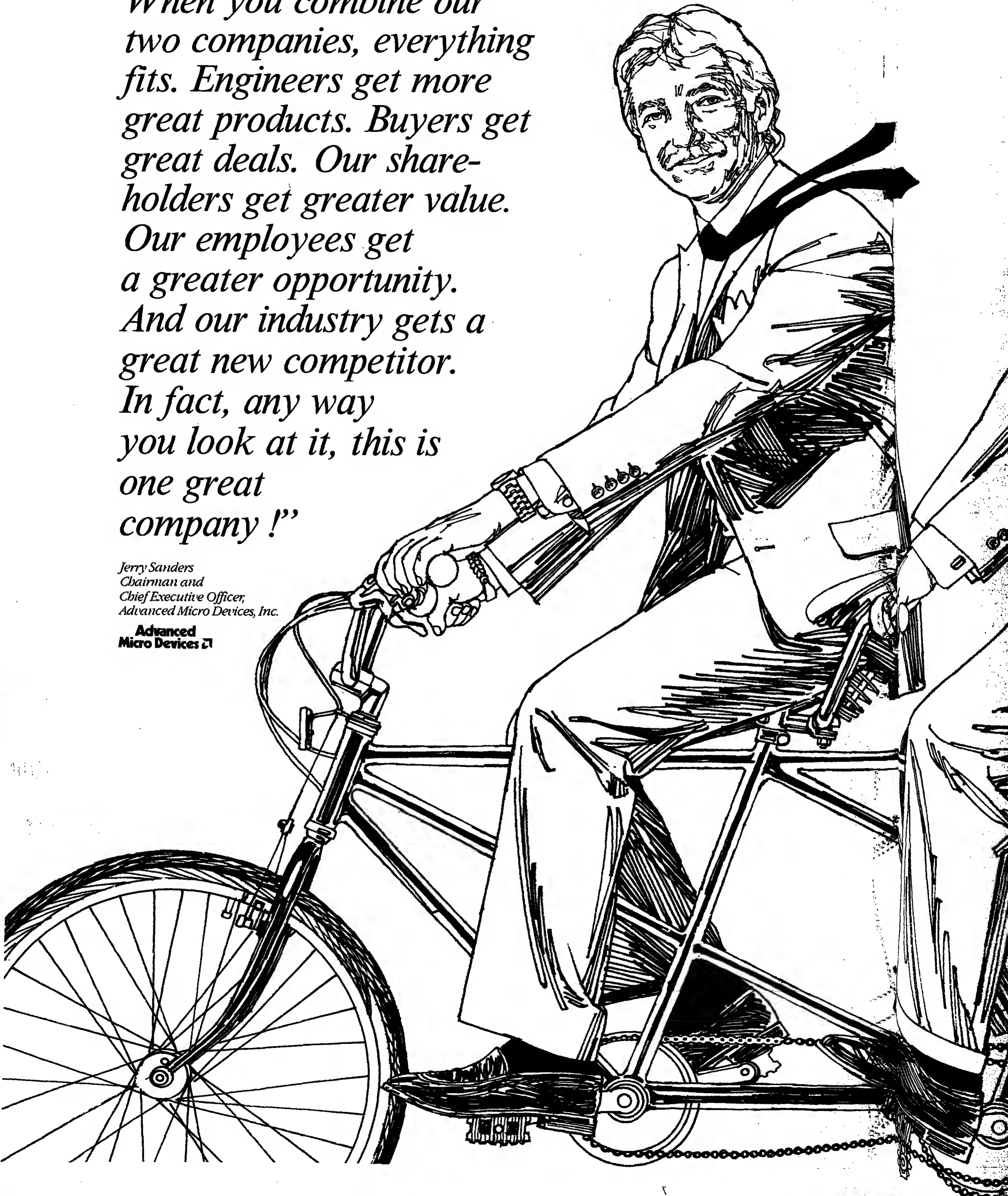
NEED RESULTS BY OCTOBER 15th 1988. THERE IS NO MANAGEMENT FEE. PAST PERFORMANCE IS NO GUARANTEE OF FUTURE PERFORMANCE.


Place contact Olivier Dellefont Tre Vice President Hutton 43 Avenue Marceau 75116 PARIS - FRANCE Tel. 47-22-61-51 Telex 63291L Fax 47-22-9291 FOR NON-FRANCH RESIDENTS ONLY.

*“This could be the most logical merger in history! When you combine our two companies, everything fits. Engineers get more great products. Buyers get great deals. Our shareholders get greater value. Our employees get a greater opportunity. And our industry gets a great new competitor. In fact, any way you look at it, this is one great company!”*

*Jerry Sanders  
Chairman and  
Chief Executive Officer,  
Advanced Micro Devices, Inc.*

**Advanced  
Micro Devices** 





*“AMD and MMI.  
What a team!”*

*Irwin Federman  
Vice Chairman, Advanced Micro Devices, Inc.  
President, Monolithic Memories, Inc.*

**Monolithic Memories** 

On August 13th, Advanced Micro Devices and Monolithic Memories merged to become the world's largest exclusive producer of integrated circuits.

And in the months ahead, you'll learn that we were right. This is a great deal for everyone.

**Advanced Micro Devices**   
One great company.

# Monday's NYSE Closing

Tables include the nationwide prices up in the closing on Wall Street and do not reflect late trades elsewhere.

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2
11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0
11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0

(Continued)

11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0
11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0

11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0
11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0

11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0
11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0

11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0
11 1/2	11 1/2	Amgen	1.10	11.5	11 1/2	11 1/2	11 1/2	0

## U.K. Sales Rose 0.5% While Wholesale Prices Gained 0.3% in August

**LONDON** — The volume of retail sales in Britain rose a provisional, seasonally adjusted 0.5 percent in August after a 1.4 percent rise in July, the Department of Trade and Industry said Monday.

In a separate report, the department said wholesale prices for sales of manufactured goods rose a provisional, unadjusted 0.3 percent in August after a 0.1 percent rise in July.

On retail sales, the August index was put at a provisional, record 131.8, up from 131.2 in July. In the three months to August sales were 3 percent above the previous three months and 6 percent above the year-earlier period.

The non-seasonally adjusted index of value was 9 percent higher than in August 1986.

The sales figures were in line with what analysts had expected.

The increase in August was at a sharply slower rate than the 1.4 percent in July and 3.2 percent in June. But the big increase in June followed a fall of 3.5 percent in May, caused mainly by bad weather.

The department said that in the 12 months to August, sales rose by 6.4 percent, compared with 7 percent in the 12 months to July.

The big yearly increase reflects a 7.75 percent increase in pay at an annual rate compared with an inflation rate of 4.4 percent after a reduction of direct taxation and an increase in consumer credit.

Financial circles have been worried for some months by the increase in credit.

On Monday, the national council of chambers of commerce advised the government that holders of credit cards should have to pay at least 15 percent of outstanding sums at the end of each month instead of 5 percent.

On wholesale prices, input prices for materials and fuel bought by manufacturers were up a provisional, unadjusted 0.5 percent, after an upwardly revised 0.6 percent rise in July.

The government said the 0.5 percent rise in input prices was mainly due to a rise in petroleum products.

The Trade Department said the yearly rise in output prices to the end of August was a provisional 3.6 percent, unchanged from July with input prices up 9.1 percent after an upwardly revised 8.9 percent rise in July.

Seasonally adjusted input prices rose by 1.1 percent in August, after an upwardly revised 1.6 percent increase in July.

(Reuters, AFP)

On wholesale prices, input prices for materials and fuel bought by manufacturers were up a provisional, unadjusted 0.5 percent, after an upwardly revised 0.6 percent rise in July.

The government said the 0.5 percent rise in input prices was mainly due to a rise in petroleum products.

The Trade Department said the yearly rise in output prices to the end of August was a provisional 3.6 percent, unchanged from July with input prices up 9.1 percent after an upwardly revised 8.9 percent rise in July.

Seasonally adjusted input prices rose by 1.1 percent in August, after an upwardly revised 1.6 percent increase in July.

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

12 Month High	Low	Stock	Div. Yld. %	PE	52 Week High	Low	Close	Chg.
44 1/2	11 1/2	Alcoa	1.10	11.5	45 1/2	12 1/2	45 1/2	+1/2

## U.S. Futures

Via The Associated Press

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

Season High	Season Low	Open	High	Low	Close	Chg.
74.50	53.00	Jul 57.50	57.50	57.50	57.50	-1.00

# Luxembourg's Private Side

## Japanese Becoming Key Players

By Giles Merritt

**L**UXEMBOURG — Japanese banks in Luxembourg are getting stronger and stronger. Their balance sheets show that business is booming, and in number they are fast becoming one of the biggest national contingents in the Grand Duchy.

There are at present seven Japanese banks in Luxembourg, but with the likely arrival before the end of the year of three more — Sanwa Bank, Mitsubishi Bank and Mizui Bank — Japan will have overtaken Switzerland, France, Italy and Sweden to become No. 4 in Luxembourg banking.

The first Japanese bank, the Industrial Bank of Japan, arrived in Luxembourg in 1975 and since then a steady trickle of Japanese newcomers has followed. Now their names read like a mini-Who's Who of Japanese banking: Taiyo Kobe Bank, Fuji Bank, Nikko Securities, Bank of Tokyo, Dai-ichi Kangyo Bank and Sumitomo Trust and Banking.

The business that has attracted these Japanese banks to Luxembourg has changed, but the banks themselves have all achieved steady growth in their operations. The Bank of Tokyo, for instance, recently moved into three floors of spacious new offices in order to house a staff that has doubled to 40 people in the past 18 months.

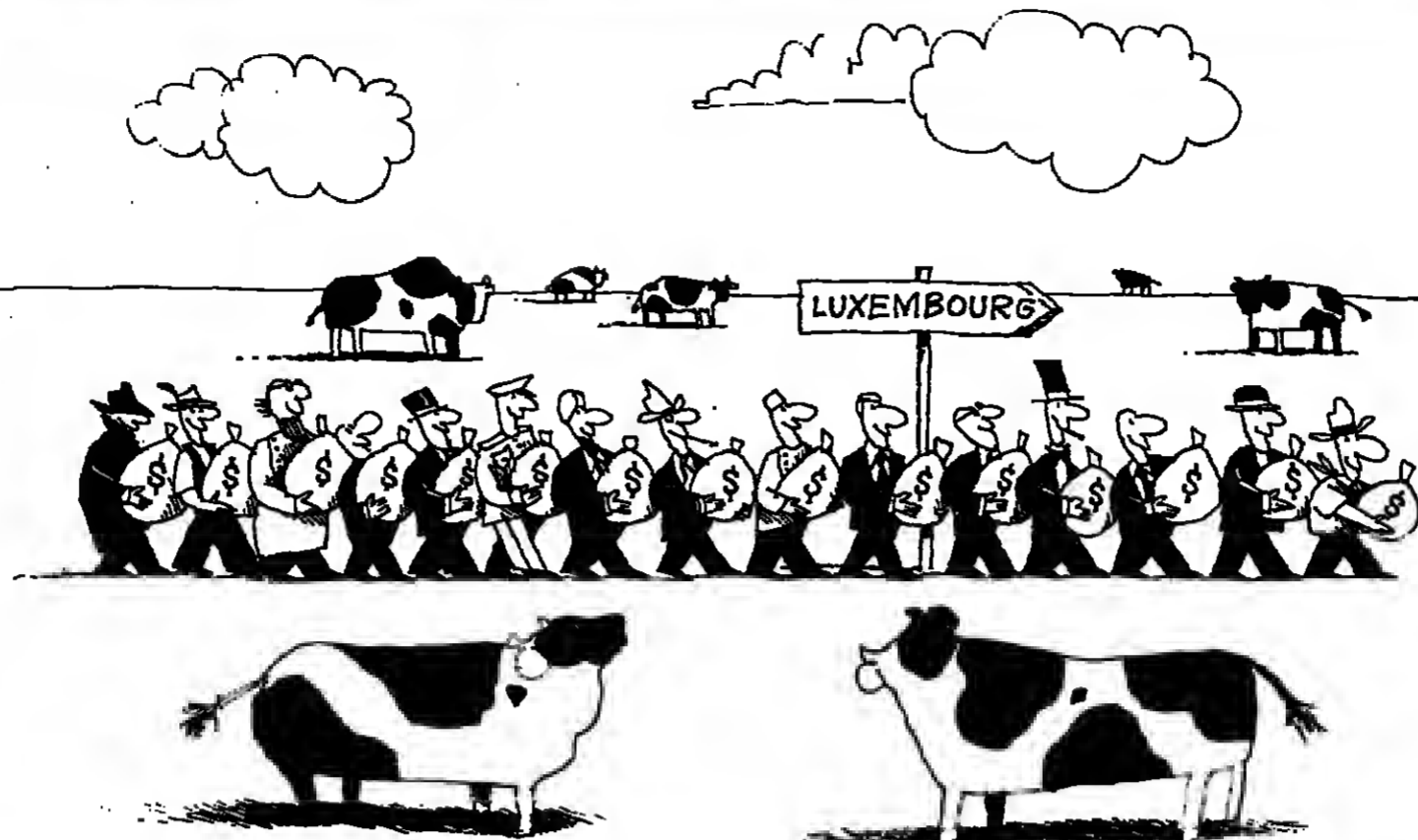
Initially, the Japanese came to Luxembourg to take advantage of its flourishing Euro-market and syndicated loans sector, its easier lending limits and lack of reserve requirements. The story goes that the Industrial Bank of Japan had in fact planned to set up in West Germany, but a feasibility study showed that many German banks were at that point gravitating toward Luxembourg, so the bank followed suit.

Since then, the Grand Duchy's attractions for the Japanese have widened. Luxembourg's sympathetic attitude to the ways in which banks with substantial Third World loans outstanding can write-down these liabilities against tax has proved a substantial incentive.

Luxembourg allows banks to list such loans to Third World debtor nations at face value on the asset side of their balance sheets and also permits them to discount these "problem loans" on the liabilities side.

Pretax provisions against loans are much

Continued on page 16



## Duchy's Focus: Small Customer With Hefty Assets

There is a lot of money in private hands looking for a safe haven.

By Giles Merritt

**L**UXEMBOURG — If Luxembourg were not so resilient and adaptable it would not be here today. This tiny parcel of 999 square miles (2,588 square kilometers) of land has remained an autonomous city-state for over 1,000 years and has somehow avoided being swallowed up by France or Germany. The same qualities that helped preserve its national identity are today permitting it to prosper as an offshore financial center.

Despite some damning changes in the nature of its bread-and-butter banking business, Luxembourg continues to prosper. The syndicated Euroloans that were the basis of its spectacular growth since the mid-1960s have slumped, both in volume and profitability, yet Luxembourg has not faltered.

In the same way that Luxembourg has adroitly switched the focus of its economy from steel to financial services, its banking community has been switching from syndicated loans to lucrative new areas like the management of private investors' fortunes, mutual funds and even reinsurance.

Treasury Minister Jacques Poos observes, with no little satisfaction:

"Banking accounts for 15 percent of gross domestic product, 7 percent of the total labor force and 20 percent of government revenue. It also transforms a trade deficit into a large current account surplus."

"We are all very optimistic nowadays," said Wolfgang Baertz, who heads Dreescher Bank's substantial operations in Luxembourg. In an interview, Mr. Baertz pointed out that 23 percent of his balance sheet is now made up of private deposits. "There is a lot of money in private hands that is looking for a safe haven," he noted.

Indeed, if the global economy were ever to grow at anything like the rate of the Luxembourg banking sector, the world would be a very different place. Year on year, apparently oblivious to the vicissitudes of economic conditions elsewhere, the Grand Duchy's banking community has been achieving impressive growth.

The combined balance sheets of the 122 banks in Luxembourg at the end of 1986 had risen by 5 percent over the year before to \$ billion Luxembourg francs (\$300 billion). And according to Jean-Nicolas Schaus, a director of the Luxembourg Monetary Institute, the Grand Duchy's regulatory and central banking authority, once the effects of the dollar's plunging value last year are taken into account, the real increase in Luxembourg's banking business was 12 percent.

That rate of real growth, Mr. Schaus said, has been sustained throughout the 1980s. Indeed, the balance sheet total of the Luxembourg banks is today double the 4 trillion Luxembourg franc figure reached in 1980.

This year, too, has seen the same expansion, as well as the arrival of four more banks. The newcomers are Banque de Groef, the Belgian private bank; Bananano, of Switzerland; Nobis, a West German private banking

Continued on page 16

## Tracking the Funds Renaissance

By Edward Roby

**L**UXEMBOURG — Investment funds, which fell into disfavor in the decade of the seventies, have become a growth business in Luxembourg again.

Some 300 funds were listed on the Luxembourg Stock Exchange at the end of last year and 248 funds were organized under Luxembourg law. Their total assets are probably now approaching the level of 1 trillion Luxembourg francs (\$26.3 billion). The Luxembourg Monetary Institute reported that the 209 registered Luxembourg funds in existence in mid-1986 already had total assets of \$82 billion Luxembourg francs.

The growth curve began rising in 1983, when the Grand Duchy passed a law that redefined the legal status of the funds and provided some new tax incentives for them. In that year, Luxembourg Monetary Institute statistics showed, there were only 99 registered Luxembourg funds with total assets of 303 billion francs.

Currently, said Jean Pierson, a member of the Banque Paribas (Luxembourg) executive board who specializes in funds and holding companies, there are "new ones starting up every week."

The renaissance of the funds industry obviously owes a lot to the global boom in stocks and bonds in the past couple of years. But it also coincided with the decline in Euro-market lending and the shift toward private banking in Luxembourg's financial center.

For Eurobankers seeking to develop their business with private customers, the investment fund offers a useful vehicle for investment managers and advisers to manage a large block of money economically without having to serve a large number of clients.

"Everybody is trying to put their private clients into funds," Mr. Pierson said. "You can see bankers at all the cocktail parties in the city, but the people at the funds are working."

He called the fund phenomenon a sign of the continuing "democratization of investment banking." Banque Paribas runs a diverse collection of 28 funds in Luxembourg and Mr. Pierson said the business is booming.

"Even with the fall of the dollar the value of investment fund assets was up by 65 percent at my bank in 1986," he said.

The bond market has cooled off this year and stocks could be heading for a correction after their record-setting performances. But Mr. Pierson predicted there will not be any crash for funds that are well managed, although he conceded "1987 is not going to be an easy year."

The assortment of funds is so diverse that some of them are bound to turn up winners, whatever happens. Offshore mutual investment funds dealing in gold stocks, for example, have been the hottest performers anywhere so far in this year of uncertainty.

Shares of some leading offshore gold funds have notched gains of well over 50 percent in the first quarter of 1987. Although gold itself has not shown anything near this spectacular rise, anxiety about the dollar, interest rates, inflation, the sovereign debt crisis and the outlook for international commerce is apparently stampeding capital into gold issues.

Continued on page 18

# MARKET MINDED

### Investment Strategies

The rapidly changing nature of today's capital markets is generating new opportunities and problems for investment professionals everywhere. Success, more than ever, demands an established excellence in the development and implementation of investment strategies. Being finely tuned to the pulse of the global financial marketplace is what we call being "Market-Minded."

Nikko Securities offers an expertise few others can match. With broad-ranging capabilities in technical and fundamental research as well as world-scale resources, Nikko has developed a proven perspective on dynamic market situations in key financial centers. This means we can respond to investor needs with uncommon foresight and can offer innovative solutions to meeting investment objectives.

Our market-minded perspective has made Nikko one of the leading capital market traders and investment banks worldwide. We regularly provide underwriting and market making in all major capital markets and assistance for non-Japanese companies listing and raising funds in the Tokyo capital market. And, we are rapidly building an around-the-clock trading capability with seats on the Tokyo, London, New York, and other major securities and futures exchanges. All backed by Nikko's network, comprehensive services, and professionals around the world.

## NIKKO

The Nikko (Luxembourg) S.A.

16, Boulevard Royal, Luxembourg, Grand-Duchy of Luxembourg  
Tel: 462384 Telex: 1348

TOKYO LONDON ZURICH GENEVA FRANKFURT PARIS COPENHAGEN MILAN MADRID BAHRAIN NEW YORK  
SAN FRANCISCO LOS ANGELES CHICAGO TORONTO HONG KONG SINGAPORE SYDNEY SEOUL BEIJING QINGDAO

Banque Internationale à Luxembourg S.A.  
2, boulevard Royal  
L-2953 Luxembourg  
Tel: 4791-1  
Banque Internationale à Luxembourg S.A.  
London Branch  
45-47 Cornhill  
GB-London EC 3V 3PB  
Tel: 7-6233110

Banque Internationale à Luxembourg S.A.  
Repräsentanz für die  
Bundesrepublik Deutschland  
Rhein-Main Center  
Bockenheimer Landstraße 51-53  
D-6000 Frankfurt am Main 1  
Tel.: (05) 069 72.97 11

BIL Banque Internationale à Luxembourg  
(Suisse) S.A.  
35, avenue Montchoisi  
CH-1006 Lausanne  
Tel.: 021/273831

As well as in New York, Singapore and Tokyo



## It's worth gold

A bank — reliable and accommodating.  
A bank — friendly and efficient.  
Not too large, not too small. Just your size.  
Banque Internationale à Luxembourg:  
tailor-made banking.

- private banking, portfolio management, gold, bonds,
- deposits in eurocurrencies,
- constitution and domiciliation of investment funds and holding companies,
- primary bond issues and secondary market in ECU, \$ US, \$ CAN,...
- syndications, club deals and direct lendings,
- treasury dealings: foreign exchange and money market

Preserving Bank Secrecy Laws

Luxembourg Stands Up to OECD Giants

By Vivian Lewis

LUXEMBOURG—Luxembourg, small though it may be, has won a reputation for taking on the giants in international gatherings.

The Grand Duchy, joined with Belgium and the Netherlands in the Benelux currency union and a member of the North Atlantic Treaty Organization and the European Community, wins its way by convincing its friends through a good image and neighborliness.

But sometimes, when vital interests are at stake, the duchy can hold its own against Goliath-like diplomacy, such as derailing a recent attempt by powerful OECD members to relax its banking secrecy laws.

It is a founding member of the Paris-based Organization for Economic Cooperation and Development, which has 24 members, and the Strasbourg-based Parliamentary Assembly of the Council of Europe, with 21 members. These two international organizations voted in 1977 and 1978 to work together through the OECD fiscal affairs committee to improve tax collection.

Last year, the committee called for a vote by OECD member countries on a set of recommendations for curbing tax evasion. A key recommendation was to get rid of "unduly restrictive bank secrecy."

By tradition, an OECD recommendation can only advance out of committee if it is unanimously approved. Luxembourg took the lead in getting countries to block the recommendation and was eventually joined by Austria, Switzerland and Portugal. The committee staff, which since last year is no longer able to make recommendations but only "a summary of suggestions," has recently published a watered-down version of the original study. It cannot bind member governments to any action.

Luxembourg is in a particularly good position to take the lead in defending bank secrecy laws because its banks are not asking for any favors from the country that wants to get rid of them—the United States.

Since 1982, the U.S. authorities have pressured



Cloward de Vast

offshore tax haven countries in the Caribbean—Panama, the Bahamas, the Dutch Antilles, Bermuda, the Cayman Islands, the Turks and Caicos Islands—to agree to relax bank secrecy and to exchange tax information with the United States in order to get certain U.S. benefits.

In order to continue to operate subsidiaries in the United States, Swiss banks have had to lift bank secrecy on their operations in these havens. The Swiss parliament is soon to vote on a law to outlaw insider trading in Switzerland. This will make it possible to give foreign securities watchdogs, such as the U.S. Securities and Exchange Commission, details about stock transactions run from secret Swiss bank accounts.

The Swiss government ordered bank secrecy to be lifted regarding the assets of Ferdinand E. Marcos, the deposed president of the Philippines, and Jean-Claude Duvalier, the deposed president of Haiti. More recently, it forced banks to provide details about the use of Swiss bank accounts to finance funding of the Nicaraguan contras in possible violation of U.S. law, although not of Swiss law.

Switzerland, in order to operate its banking system internationally, is ready to cooperate; Luxembourg is not.

Because the OECD-Council of Europe attempt to get rid of bank secrecy laws has been derailed, the United States is having to work at a more limited level: with Britain, France and West Germany in the "Group of Four" and with Canada, Japan and Australia in the Pacific Association of Tax Administrators.

Banque Leu Case Tested Limits of the Law

By Vivian Lewis

LUXEMBOURG—The first dent in Luxembourg's strict bank secrecy law has occurred, in a situation that, fortunately, is very special and that is unlikely to set a precedent.

Banque Leu, the Luxembourg subsidiary of the Swiss bank, revealed that it held 40 million shares in Guinness PLC, a publicly traded British company making a takeover bid for another British firm, Distillers PLC.

Purchasing the shares made Guinness's offer exchange more attractive under the bid. The shares, now sold, were held under an arrangement with the parent Leu bank in Zurich on the Luxembourg bank's own books, against an undertaking to buy them back (and a deposit guarantee) from the bidder company.

Disclosure of this arrangement was authorized by the new management of Guinness after British authorities began investigating suspected bid illegalities. The client was a corporation, not an individual, whose board asked the bank to reveal its position.

In addition, Guinness shares were held by the Luxembourg bank rather than a client, and bank asset holdings are not protected by the Luxembourg secrecy law. Furthermore, according to Gerjard Haus, managing director of Luxembourg Banque Leu, "This operation was based on a relationship Leu had with Guinness in corporate finance. I don't think it had anything to do with private banking."

One reason for the confusion is that it was Leu in the Bahamas, after being authorized to do so by the Bahamian authorities, that cooperated with the U.S. Securities and Exchange Commission investigation of suspected insider trading by Dennis Levine, a Wall Street investment banker.

It is possible that the decision to cooperate with British investigators into the Guinness affair rather than testing the issue in Luxembourg courts resulted from Zurich management embarrassment at again being spotlighted.

According to Mr. Haus, "Under Luxembourg law, Luxembourg Banking Commissioner Pierre Jaans cannot do what the governor general of the Bahamas did, order a bank to cooperate with the SEC."

Under Luxembourg law, too, a bank that revealed client account information to a foreign agency without having been ordered to do so by a Luxembourg magistrate could be sued in Luxembourg courts by the government as well as the client.

One result of the affair for U.S. citizens or resident clients at Luxembourg's Banque Leu, one French-owned bank and all U.S. banks in Luxembourg is that they are being required to sign a waiver if they want to work on Wall Street, agreeing to have banking secrecy lifted if they run afoul of the SEC.

"Depending on situation and circumstances," Mr. Haus said, a waiver of banking secrecy might also be required for other nationalities.

"If you get a waiver from a client he cannot sue you for having cooperated with the authorities," in a securities investigation, Mr. Haus said. "That still doesn't let the bank off for the breach of the Luxembourg banking secrecy statutes. Of course, the waiver does not refer to taxes. But it puts a client on notice that insider trading is not acceptable."

Mr. Haus said that "up to today we didn't have to be that tough. But the move is warranted. Things are stickier today."

The internationalization of securities trading is the main reason for new concern over bank secrecy waivers. Stock markets are being manipulated by insider traders operating under cover of bank secrecy in foreign countries. But that is not the only foreign trend that is having an impact on Luxembourg.

The 1992 unification of European Community capital markets will cause a real upheaval," predicted Lull Gillen, deputy director of Banque de Luxembourg, a private bank. "I hope we will be able to hold on as we have."

Mr. Lull thinks changes in bank ownership in Luxembourg indicate that foreign banks are getting set for increased competition in 1992.

The old stalwarts of banking in Luxembourg are also stressing private banking. The Germans who used to use Luxembourg to sidestep the Bundesbank would penalize them for making out of Frankfurt, now are shifting to retail banking services.

Underserved by Leu's misadventures, two Swiss banks have opened in Luxembourg recently: Banque de Depots and Banque Baumann. A Belgian private bank, De Groef, did the same. As many as six of the 11 new banking establishments by foreigners in Luxembourg in the last 18 months have been private banks. Existing Belgian, French and U.S. banks are also aiming to win high net-worth individual clients.

According to the bank regulators, about

"This operation was based on a relationship Leu had with Guinness in corporate finance. I don't think it had anything to do with private banking."

90 of the 126 banks established in Luxembourg now seek private clients with a certain amount of money—usually starting at at least \$25,000—to be looked after. By pooling funds from many modest clients, a bank can make money even if each one of them has not brought in much more than the minimum. The problem is attracting enough funds to cover costs amid the increased competition.

However, now that the "Big Bang" has removed barriers to what business a brokerage firm may do in London, at least one British firm has closed in Luxembourg. James Capel International was never a very active member of the Luxembourg Stock Exchange and in May 1986, after being taken over by Hongkong and Shanghai Bank, it moved all its Eurobusiness to London. No other British institution has taken Capel's place although Barclays Bank is reported to be considering offering private banking in Luxembourg.

Deregulation elsewhere can be a threat to Luxembourg banking. As the EC moves toward opening up cross-border financial services, both the special advantages that Luxembourg offers and the relatively liberal regulatory climate will come under fire.

U.S. banks in Luxembourg, which already operate in London, are increasingly aiming at the private banking clientele in place of Euromarket business.

Oswald von Goertz, managing director of Chase Manhattan Luxembourg, heads the first New York bank to emphasize private banking in Luxembourg, now followed by Manufacturers Hanover and Citibank.

Mr. von Goertz thinks there is a bright future for private customers in Luxembourg. "I think the pie is becoming larger," he said. "People never had a chance to accumulate so much wealth before. We haven't had 45 years of peace before in Europe. And there is less opportunity to do something with the money for people who are rich, but not rich to buy a yacht or a castle."

VIVIAN LEWIS is a financial journalist based in Washington D.C.

Duchy Focuses on Small Client

Continued from page 15

group, and Italy's Credito Romagnolo. Add to them the three Japanese banks that are due to reinforce the thriving Japanese banking community and the picture is rosier still.

Banks are far from being the only growth area. Luxembourg is developing into a broadly based financial center, due to the arrival of a steady stream of mutual funds and holding companies.

The number of mutual funds in Luxembourg has surged from 181 at the end of 1985 to 335 today, with a further 83 funds still awaiting official approval. The net asset value of these investment funds, meanwhile, has climbed to 1 trillion Luxembourg francs from a level of 600 billion Luxembourg francs in 1985 and 300 billion Luxembourg francs in 1983.

There are now more than 6,000 private holding companies operating out of Luxembourg, far the Grand Duchy's greater emphasis on portfolio management and the provision of financial and fiduciary services for the private investor has given rise to a sharp increase in the number of holding companies. What the value of their assets stands at is impossible to say, because almost invariably their holdings are off-balance sheet as far as the banks are concerned.

Luxembourg Monetary Institute officials say that the private investment sector is still relatively modest if compared to the Swiss banks' grip on the portfolio management sector. Yet bankers such as Marc-Hubert Henry of Kredietbank Luxembourg and Mr. Baertz of Dresdner Bank insist that Luxembourg is beginning to give Switzerland a run for the big private investors' money.

Luxembourg's highly competitive tax conditions have helped to keep costs and bank charges down and lure many investors to the Grand Duchy. There is no tax on interest income, dividends and capital gains, whereas Switzerland

charges a tax rate of 35 percent on interest income.

"For somebody with a middle-range income," said Mr. Henry, "Swiss costs have now become very high."

Mr. Baertz noted that private customers tend to get better service in the Grand Duchy. "A private customer with DM 1 million is very well treated in Luxembourg," he said, "yet in Switzerland he is still viewed as run-of-the-mill."

The boom in private banking was to a very real extent forced on Luxembourg's bankers. For the syndicated loans business, the activity that propelled Luxembourg from obscurity as a small provincial banking center into one of the brightest stars of the Euromarkets, is now stagnant and unrewarding.

"Nobody can live on syndicated loans alone," Mr. Henry said. "The age of the Euro-banks is over." He explained that the unresolved problems of Third World and East European debt mean that the major borrowers of the 1970s are no longer able to raise Euroloans.

Mr. Baertz underlined the point. On the third floor of the Dresdner Bank building a long wall stands covered by framed "tombstone" advertisements that are now relics of that golden age. The borrowers are sovereign states, such as Poland or Mexico, or giant para-statal companies such as Brazil's nuclear power authority, and the latest date on the wall is 1982. "The squeeze on margins is such nowadays," Mr. Baertz commented, "that we don't bother too much with wholesale banking."

"For a handful of Triple-A names," he added, "it's a borrowers' market. But it certainly is not a lenders' market." Most of the West German and other European banks in Luxembourg have therefore concentrated more and more of their efforts on their retail activities, leaving syndicated loan business increasingly to both the American and Japanese banks in the Grand Duchy.

Luxembourg's share of the Euro-

markets sector is also more modest than in previous years. At the end of the 1970s, it accounted for 12.4 percent of all the syndicated Euroloans business reported by banks throughout Europe to the Bank of International Settlements in Basel. That has now slipped to 10 percent. "The emergence of centers such as Bahrain, Hong Kong and Singapore," conceded the ABBL, the Luxembourg Association of Banks and Bankers, "has greatly increased competition."

The nature of the Euromarkets has also changed. Conventional syndicated loans sagged again last year, reaching a figure of about \$48 billion in all. Medium- and long-term credit facilities, the so-called classics, were increasingly replaced during 1986 by the new securitized tradeable debt instruments.

The classics slipped to only \$90 billion from \$109 billion in 1985 and, at the same time, the securitized instruments also underwent change. The MIFs, or note issuance facilities, and the RUFs, or revolving underwriting facilities, which in the mid-1980s had been the darlings of the financial engineers, found themselves being pushed to one side by short-term Euro-commercial paper and by the latest arrival from U.S. markets, medium-term notes.

Meanwhile, the Luxembourg banking community's major problem is not the changing fashions in Euromarket instruments. It is the increasingly severe shortage of trained personnel in the Grand Duchy. The banks are finding themselves the victims of their own success.

GILES MERRITT is a journalist based in Brussels.

Japan Banks

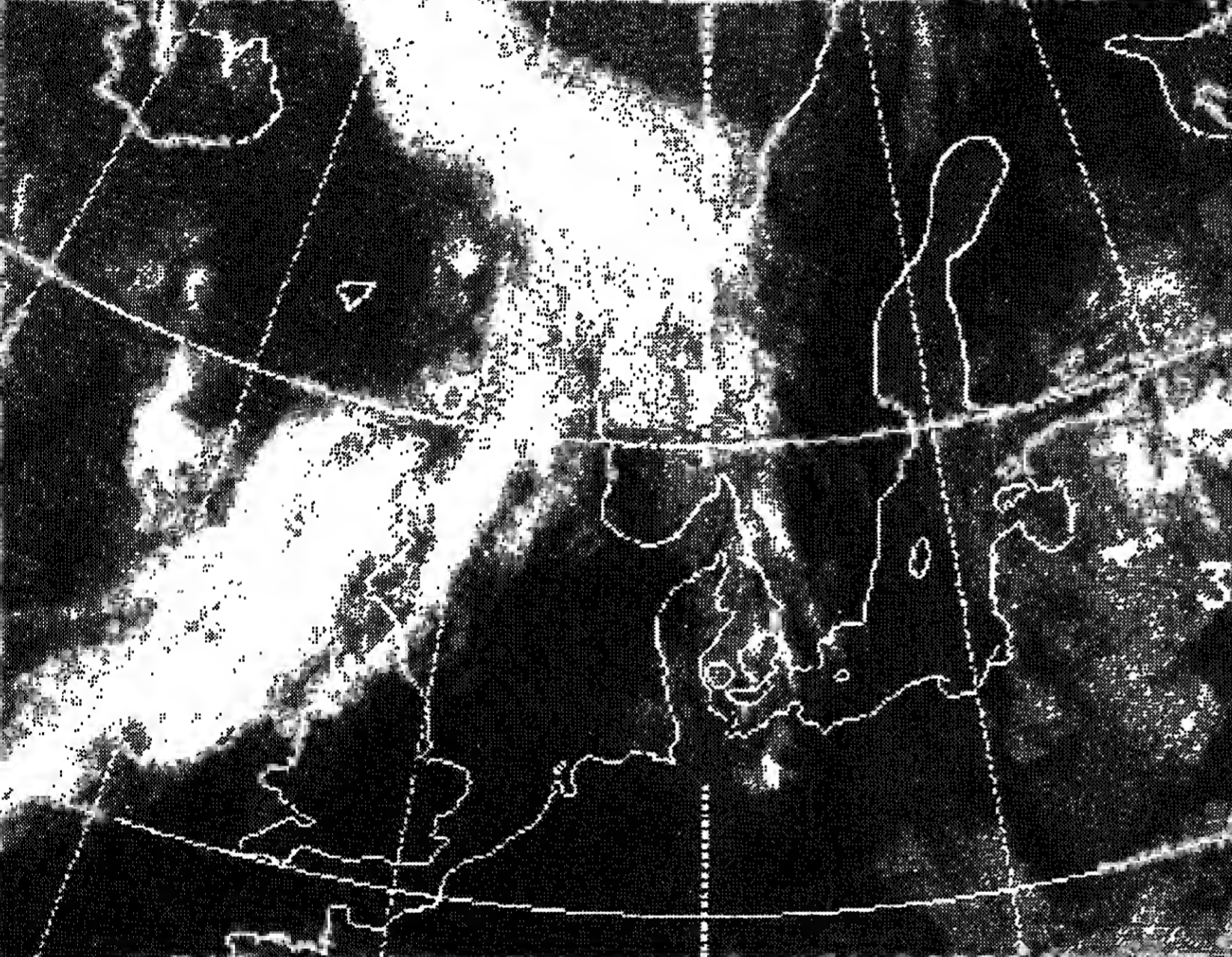
Continued from page 15

stricter in Japan and in many other countries. The result, of course, is considerable tax savings for the banks if for bookkeeping purposes they switch these loans to their Luxembourg company.

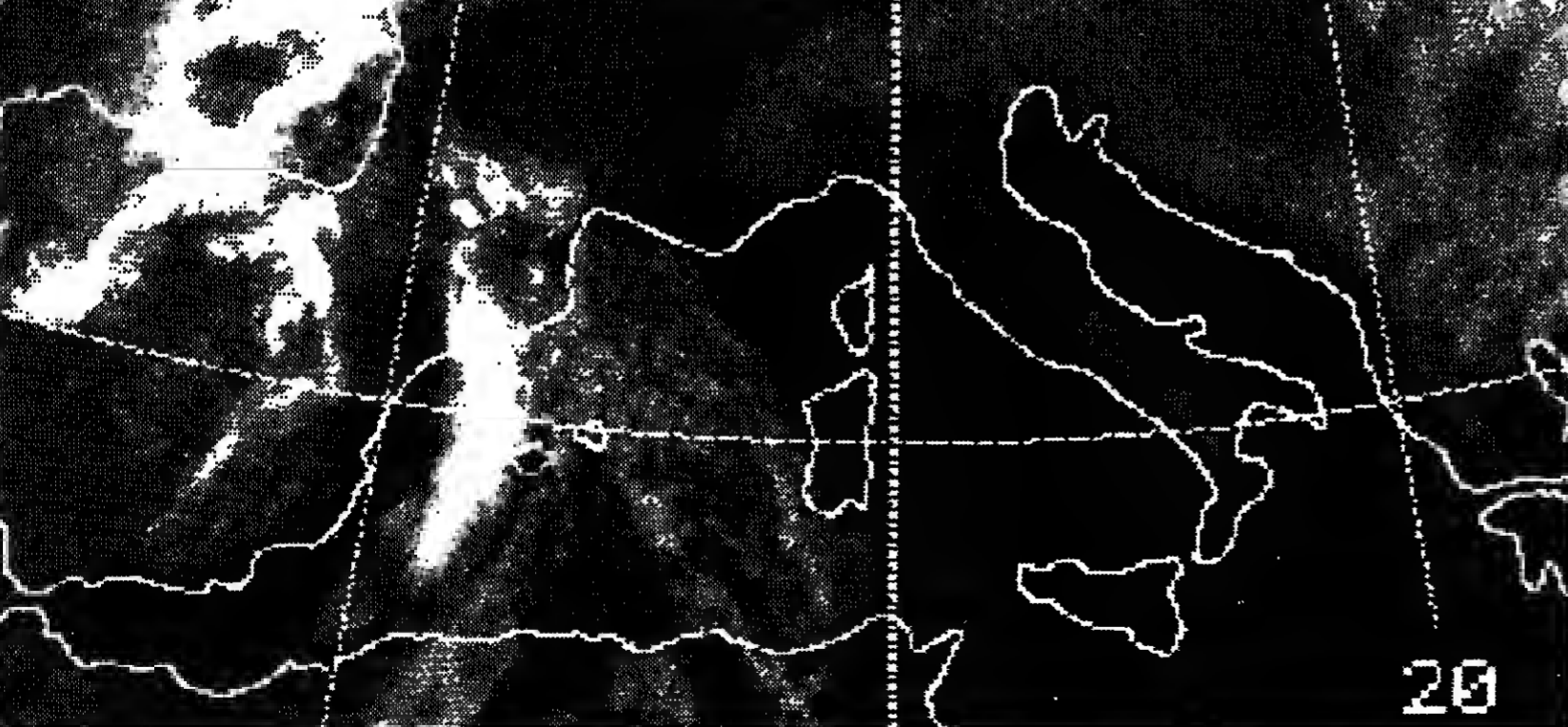
It is, however, Luxembourg's importance as a center for the management of investment funds that is now drawing the Japanese at an accelerating rate. Its central location and its administrative and communications strengths makes it an attractive base for Japanese fund managers.

Major Luxembourg-based banks, such as Kredietbank Luxembourg and Banque Internationale à Luxembourg, offer excellent portfolio management facilities for Japanese securities houses, such as Nomura and Daiwa. Indeed, only Nikko Securities currently runs its own fund management operation in Luxembourg. For the most part, Japanese investment experts come to Luxembourg and use local facilities and expertise to carry out their investment decisions.

How substantial this growing activity actually is remains unclear. The Japanese institutional funds being managed in Luxembourg are not included in the banks' balance sheet totals, and the volume of money involved in the "off-balance" business is not known. Officials at the Luxembourg Monetary Institute, the country's regulatory authority that serves as its central bank, indicate that the amounts involved are considerable.



The right atmosphere for your money: WestLB Luxembourg.



International business transactions thrive on the basis of optimal conditions in the right atmosphere. Nobody knows that better than us.

And the right atmosphere for Euro-business is Luxembourg.

That's where you'll find us, ready, willing and able to help you: with

Euromarket financing, with time deposits in all Eurocurrencies or in ECUs, with investing in securities or precious metals.

Now that you've sampled our products, why not try our service? For on-the-spot information get in touch with Rolf Hemmer or Harald Hoffmann.

WestLB International S.A.

L-2014 Luxembourg, 32-34, Boulevard Grande-Duchesse Charlotte, P.O. Box 420, Tel.: (00352) 47 71 38 - 1 Telex: 1678

YOUR VERY PRIVATE BANK



Maison de Raville 4, rue de la Reine L - 2418 Luxembourg Tél.: (352) 47 71 38 - 1 Case to the Grand-Ducal Palace

Please send further information to: Name: Address: Code: City: Country:

Switch for

By Edward Roby

LUXEMBOURG—Providing financial services to wealthy private customers was a key to the bustling Euromarkets. Now private banking has grown in Luxembourg at the expense of Switzerland.

Swiss private banks have grown in Luxembourg at the expense of Switzerland. The problem is attracting enough funds to cover costs amid the increased competition.

However, now that the "Big Bang" has removed barriers to what business a brokerage firm may do in London, at least one British firm has closed in Luxembourg.

U.S. banks in Luxembourg, which already operate in London, are increasingly aiming at the private banking clientele in place of Euromarket business.

Oswald von Goertz, managing director of Chase Manhattan Luxembourg, heads the first New York bank to emphasize private banking in Luxembourg, now followed by Manufacturers Hanover and Citibank.

Mr. von Goertz thinks there is a bright future for private customers in Luxembourg. "I think the pie is becoming larger," he said. "People never had a chance to accumulate so much wealth before. We haven't had 45 years of peace before in Europe. And there is less opportunity to do something with the money for people who are rich, but not rich to buy a yacht or a castle."

VIVIAN LEWIS is a financial journalist based in Washington D.C.

Italian Inflation

By Hubert Hallenstein

ITALY—Most Italian banks now operating in Luxembourg consider the Italian currency and banking system measures as high-priority. The consensus is that inflation can only increase in Luxembourg at the expense of the short and medium term.

The Italian monetary policy decided to abolish a 15 percent non-interest bearing deposit rate and to generate more liquidity. The measure ends 12 years of under-ranging deposit restrictions.

Most of the money and more money is being invested in such areas as real estate and banks.

Hubert Hallenstein is a financial journalist based in Brussels.

Deuts Intern



Foreign Presence on Rise

Switch for Eurobanks

By Edward Roby

LUXEMBOURG — Providing financial services to wealthy private customers was a mere footnote to the bustling Eurobanking business in Luxembourg at the start of this decade. Now private banking has grown so big here that it invites comparison to Switzerland.

wholesale banking focus. Employment with the center's banks rose last year to 11,598 from 10,213 the previous year, and Treasury Minister Jacques Roos recently identified the training of staff for the banking center as "one of the major challenges."

Deposits from nonbanks were up 21 percent in the first 11 months of last year to more than 100 billion Deutsche marks (\$50.6 billion). The pace of growth in this area was double that of the previous year.

Jürgen Lemmer, managing director of Commerzbank International, said his Luxembourg branch subsidiary has been offering private banking services since 1972 but that this business really began to blossom in 1980. That was the year he said that Commerzbank decided to handle all gold investments for its West German clients from Luxembourg.

Luxembourg, unlike West Germany, does not levy a value-added tax on gold transactions. Thus a German investor can buy and sell gold certificates, for example, in absentia through the Luxembourg subsidiary of his West German bank without being subject to the double-digit VAT.

Mr. Lemmer described this business as "extraordinarily good" and "very expensive." Commerzbank International's customer deposits grew to 3.5 billion Deutsche marks at the end of last year from 2.5 billion Deutsche marks in 1985, he said. This is 20.5 percent of the bank's balance sheet total of 17 billion Deutsche marks.

DG Bank International, the Luxembourg subsidiary of Deutsche Genossenschaftsbank, doubled its nonbank deposits last year to 1.1 billion Deutsche marks, a spokesman for the Frankfurt parent bank said.

BFG: Luxembourg, a unit of West Germany's Bank für Gemeinwirtschaft, is another Eurobank that handles private accounts and is preparing to offer its private clients portfolio management. The bank, which has total assets of about 9.5 billion Deutsche marks and ranks within the top 15 Eurobanks in Luxembourg, accepts savings deposits in all major currencies in the equivalent of at least 50,000 Deutsche marks, precious metals accounts worth at least 10,000 Deutsche marks and securities accounts.

Italian Influx Expected With Deregulation

By Dalbert Hallenstein

MILAN — Most Italian banks now operating in Luxembourg consider the latest Italian currency and banking deregulation measures as highly positive. The consensus is that deregulation can only increase their activities in Luxembourg at least over the short and medium terms.

Ten of Italy's largest banks are now operating in Luxembourg and two others have been given permission to trade in Luxembourg by the Italian and local monetary authorities.

"Our business is continually increasing in volume," said Corrado Ameri, deputy director in Luxembourg of the Rome-based Banca Nazionale del Lavoro, Italy's largest trading bank. "Deregulation," he said, "can only have the effect of increasing Italian banking activity here in Luxembourg."

Most of Italy's mutual funds and more than 1,000 Italian holding companies are represented or situated in Luxembourg, which is much admired in Italian financial and banking circles for its operational efficiency as well as its rigidly enforced bank secrecy laws.

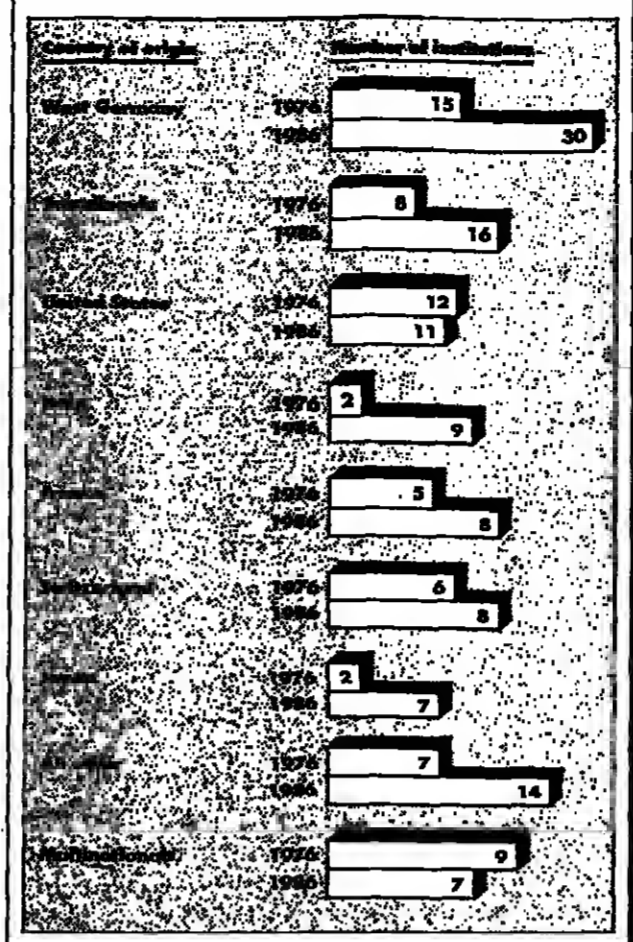
In the long term, the Luxembourg authorities appear slightly uneasy about the effect of the total deregulation of inter-European currency and banking restrictions.

"There is an eventual danger," said an official of the Luxembourg Ministry of Foreign Affairs, "that if, for example, the Italians can freely move their capital in and out of their country, they will not feel it so necessary to place their money in such financial centers as Luxembourg, Switzerland or London."

But long-term concern for the future of Luxembourg as a major international banking and financial center is clearly in the air.

How Foreign Participation Has Grown

Between 1970 and 1985, the number of banking and savings institutions in Luxembourg doubled, increasing from 37 to 74. Since 1976, growth has continued, although at a slightly slower pace, reaching 122 in 1986.



Nordic Bank Contingent Earns Its Independence

By Michael Metcalfe

COPENHAGEN — For the 16 Nordic banks with operations in Luxembourg, forming the second largest regional contingent after the West Germans, 1987 is turning out to be a year of going from one strength to another.

If 1986 was marked by expansion, integration and consolidation, this year will see the Scandinavians further developing their traditional lines of banking business, while not losing sight of the goal of launching new products and services.

Over the past decade or more, each of the banks from Denmark, Finland, Norway and Sweden has proved adept in creating a special place for itself in the fiercely competitive Luxembourg banking scene, adapting their corporate policies to meet a more specialized and more discerning demand from clients.

However, some common threads run through the reasons behind the Nordic banks' presence in Luxembourg.

"Clearly, the main development characterizing the Nordic banks in Luxembourg over the past five years or more has been the trend away from serving exclusively as a booking installation for their parent banks and toward coming into their own as fully fledged independent banking operations," said Ole Røed, managing director of Bergen Bank International S.A., one of the Norwegian banks represented in the Grand Duchy.

The virtual elimination or scaling-down of regulations in most of the Nordic countries prohibiting domestic banks from extending foreign currency loans to domestic corporations has brought a change in the policy direction of their Luxembourg subsidiaries.

No longer compelled just to book loans for their corporate clients in the Nordic area, the Luxembourg units were free to expand their activities into other banking areas, including private banking, portfolio management, mutual and investment funds.

The area of private banking has proved lucrative because, whereas bank deregulation and financial market liberalization have removed many of the barriers to Scandinavian corporate banking, relatively severe foreign exchange controls restricting the flow of capital by individuals of the Nordic countries still remain in place.

But the private banking services of the Nordic subsidiaries are not just restricted to expatriate Scandinavians living out their days on the beaches of Spain or Portugal.

"We have widened our private investment banking services not only to encompass expatriate Danes but into offering a broad spectrum of private banking, including currency deposits, Euromarket instruments of all varieties, investment advisory services, portfolio management and fiduciary services," noted Jan Kristensen, managing director of Privatbanken International (Denmark) S.A.

Expansion in Privatbanken's case during 1986 was marked by an increase in its Luxembourg staff from 44 to 62, as well as a move into larger premises from the start of this year.

The same developments apply to many of the other Nordic subsidiaries, including Finland's Kansallis International Bank S.A. and Norway's Christiania Bank Luxembourg S.A.

But the most striking proof that the Scandinavian banks' presence in Luxembourg is far from saturated is the arrival of a newcomer to the Nordic fold.

As of January this year, First Nordic Bank S.A. opened its doors on Luxembourg's Grand Rue. And, according to the managing director, Bjorn Bergesen, "the bank is running well and according to expectations." With initial fully-paid-in capital of 550 million Luxembourg francs, and currently employing 16, the new bank is clearly embarked on a course of expansion.

Its shareholders are made up of a group of Norwegian and Danish savings and commercial banks, financial institutions and private investors. "We have tried to avoid the consortium banking concept, which has failed in the past," Mr. Bergesen said.

First Nordic Bank's two main goals lie in investment banking and merchant banking. As well as the priority of building up the bank's customer deposit base over the first two years of the bank's operations, it will try to spread the net of its corporate clients.

First Nordic Bank is not the first bank from the region to have a composition of shareholders from the various Nordic countries. Banque Norddeurope S.A. (BNE) is made up of Danish, Finnish and Swedish central banks acting for the respective countries' savings banks.

Well into its 14th year of operations in Luxembourg, BNE has adopted the strategy of diversifying its activities with the aim of offering a comprehensive range of banking services, consequently benefiting from several diversified sources of income.

In line with this strategy, BNE, in the financial year 1986-1987 ended March 31, substantially increased its activities in securities, foreign exchange and private banking and, according to its annual report, "made good progress in redirecting its lending towards specialized and more profitable forms of financing."

Branching out into new areas of financial activity has also encompassed the fast-growing investment fund sector. Several of the Nordic banks based in Luxembourg have added this to their banking services.

Finnish banks are also well represented in the Grand Duchy, including subsidiaries of Kansallis-Osake-Pankki and Union Bank of Finland, which primarily serve Finnish corporate clients rapidly expanding their activities overseas, but which also participate actively in the Eurobond markets and are building up their private banking networks.

For the Swedish banks, including Skandinaviska Enskilda Banken, Svenska Handelsbanken and PKBanken, maintaining subsidiaries in Luxembourg means primarily meeting the financing requirements of Swedish companies and their network of subsidiaries abroad.

While banking in Luxembourg will become an increasing challenge for the Nordic banks represented here, it appears more than likely that they are here to stay. "I don't think Nordic banks will become superfluous in Luxembourg," said Mr. Kristensen of Privatbanken International.

MICHAEL METCALFE is a journalist based in Copenhagen and a correspondent for Business International.

Advertisement for DGZ International, a wholly-owned subsidiary of Germany's Deutsche Girozentrale - Deutsche Kommunalbank. The ad highlights its role as a link to the Euromarkets, offering services in money market trading, foreign exchange, and credit operations. It also mentions its long history in the Euromarket and its status as a member of the German Savings Banks Organization.

Advertisement for Banque Générale du Luxembourg, featuring a large illustration of the bank's historic building. The text emphasizes its strong position in the heart of Europe, its long history, and its active participation in the development of the financial center. It lists various services offered, including account management, securities, and foreign exchange operations. The ad concludes with contact information for the bank's head office and subsidiaries.

Expanding Insurance Markets

Active 'Captives' Go After Big Business

By Giles Merritt

LUXEMBOURG — Luxembourg's financial engineers are hard at work developing a profitable new area of activity. They are building a "captive" reinsurance sector, and in the process they are beginning to attract the insurance business of giant American corporations that previously was a Bermuda specialty.

A captive insurance company in an offshore banking center sounds like a business marooned and held prisoner. The less romantic truth, of course, is that it is an insurance or reinsurance company that has been set up by a large corporation solely to cover the risk exposures of that company. In short, it provides in-house insurance. A company can make substantial savings by paying insurance premiums to itself and then reinsuring.

The growth in captive insurance operations has been remarkable in recent years. So much so that about 200 of the companies ranked in the Fortune 500 list today have at least one captive insurer, and the total number of captive companies is now put at more than 2,000.

It is estimated that captive insurance companies account for about 15 percent of all industrial premium income. And although captives have been a feature of the insurance business since the 1950s, spiraling insurance costs since 1985 have provoked a great deal of fresh interest in them.

Luxembourg has mounted a determined bid to woo captive insurers away from offshore reinsurance centers like Bermuda and the Cayman Islands. It has created an attractive tax environment for captive reinsurance operations, and this, combined with high operating costs in Bermuda, has resulted in a switch toward Luxembourg.

Companies that have established their own captive insurance operations in Luxembourg include Volvo, Philips NV, Saab, Banque Nationale de Paris, Ericsson, Asea, Atlas-Copco, Alfa-Laval and Electroflux. Scandinavian companies have traditionally dominated Luxembourg's captive insurance sector. However, now that there are 43 captives in the Grand Duchy, with another 21 awaiting official approval, the Scandinavians are losing their dominance.

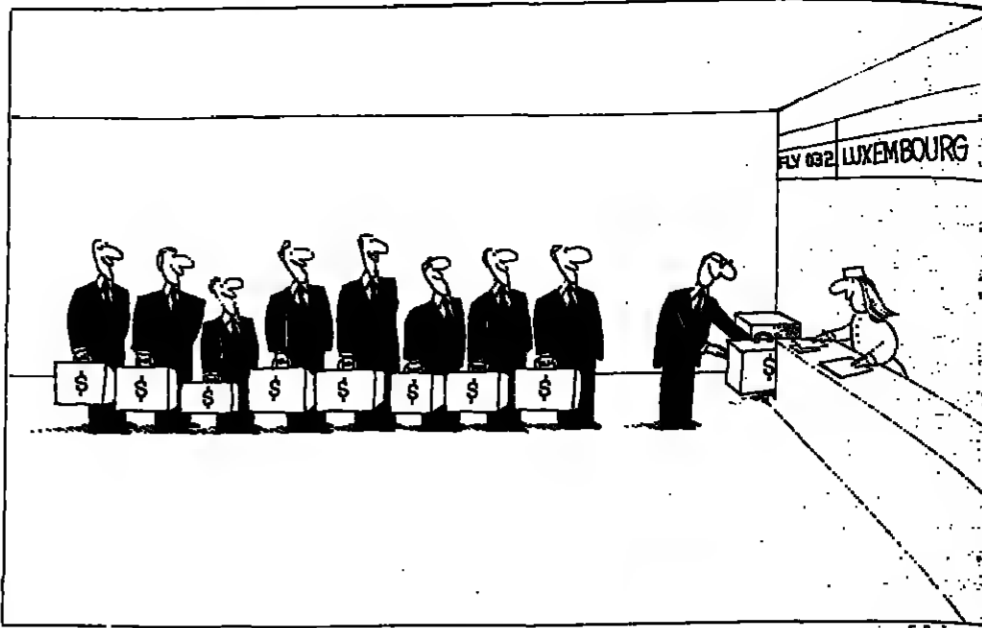
Among the insurance companies that have set up reinsurance operations in Luxembourg are Royal Belge, Swiss Life and the Motuelle Générale Française d'Accidents. Significantly, the major New York insurance underwriters, American International Group, has also moved to start a Luxembourg reinsurance operation.

Luxembourg has had its eye on the potentially lucrative captive insurance sector since 1979, but it was not until 1984 that it began to compete in earnest with the other captive centers. In March 1984, it put into effect a law aimed at offering attractive tax conditions to insurers.

To obtain Finance Ministry permission to set up a reinsurance company in the Grand Duchy, the law stipulated a minimum paid-up capital of 50 million Luxembourg francs (132 million). However, for captive reinsurance operations that capitalization requirement was lowered to 6 million francs.

The solvency margin requirements were also made very attractive to captives. The minimum of funds to be set aside as a technical reserve was established at only 5 percent of annual net reinsurance premium income, as against the 10 percent minimum required of standard commercial insurance operations.

Luxembourg is very anxious to stress, however, that these fiscal carrots represent only a small part of its attractions for reinsurance captives and all other types of financial operation. For example, the authorities point to the free movement of capital in and out of



the Grand Duchy and to the presence of extremely sophisticated banking and investment services. Luxembourg's insurance commissioner, Victor Rod, has emphasized that there are three specialist "risk management" firms in the country that offer investment advice and reinsurance expertise to companies that domicile their captives here.

The advantages of establishing a captive reinsurance operation are claimed to be considerable. Richmond Risk Consultants, a Dutch-owned firm that is one of the specialist management companies mentioned by Mr. Rod, says that about a third of the insurance premiums paid by a company can be saved by operating a captive. For every million guilders paid

in premiums, calculates Richmond, "an insured party will only receive back approximately 650,000 guilders in claims; the remaining 350,000 guilders going towards the cost of the insurer's operations, including acquiring costs (commission), the maintenance of large offices and staff, other expenses and a provision for the shareholder's dividends."

Have all the advantages of a bank account in LUXEMBOURG, without actually being there.

To discover the advantages of banking in Luxembourg with BCC, all you have to do is to simply mail the attached coupon. We will promptly despatch to you by eirmail our booklet containing detailed information about banking in Luxembourg.

1. Total confidentiality of investor's affairs by the laws of Luxembourg.
2. The benefits of being able to open and operate an account in Luxembourg without actually going there.
3. Investments and deposits made by non-residents are totally tax-free and there is no withholding tax on interest or dividends.
4. Luxembourg is stable, prosperous financial centre in the heart of European Economic Community.



Mail this coupon for your FREE copy of "International and Personal Banking in Luxembourg" to BANK OF CREDIT AND COMMERCE INTERNATIONAL S.A. 25 BOULEVARD ROYAL, PO BOX 46 LUXEMBOURG, TELEF: 2287 8001 LU

Name: \_\_\_\_\_ Address: \_\_\_\_\_ Phone: BHT 1579

Global Boom in Stocks Keeps the Funds Renaissance Going

Continued from page 15

But investment in less speculative mutual funds has been quite rewarding enough in recent years. A Paribas fund that invests in Deutsche mark bonds, for example, has earned an average of around 10 percent a year in the period 1981-1986, Mr. Pierson said.

Most Luxembourg investment funds are still denominated in dollars, but there are now funds to be bought in practically all important currencies. Stocks and bonds are standard fund assets but there are all kinds of other specialties. People can invest in technological innovation, venture capital, money market instruments of various currencies, Pacific area securities, real estate, energy or art, to name a few.

"If we don't sell one, we'll sell another," said Mr. Pierson. "We have a fund for each segment of the market; a product for each investor."

Foreign investment funds fell into disfavor with the investing public at the start of the 1970s

Three Indicators of Growth

Despite the confidential nature of private banking, which makes expansion difficult to quantify, some signs clearly point to growth.

1. Labor: Banking has become more labor intensive, suggesting a shift away from wholesale banking. Bank employment rose to 11,398 in 1986 from 10,213 in 1985.
2. Deposits: Deposits from non-banks were up 21 percent in the first 11 months of 1986, to more than 100 billion Deutsche marks. The pace of growth was double that of the previous year.
3. Income: Fee income as a proportion of bank earnings is rising. Some estimates put it at 50 percent for commercial banks and at least in double digits for the Eurobanks.

By 1980, there were only 76 Luxembourg investment funds with combined assets of 118 billion francs. Then the new law that streamlined taxation policy, set clear regulatory guidelines and created the SICAV, or variable capital investment fund option,

cleared the way for the fund revival two years later.

The 1983 law drew a distinction between funds and holding companies, which also enjoy broad tax dispensations but are barred from investing in certain types of assets. Funds were then free to concentrate on things like financial futures, commodities, real estate and venture capital.

The SICAVs, mutual investment funds and other investment funds that are organized under foreign law or as fixed-capital Luxembourg corporations, are subject by the 1983 law to supervision of the Luxembourg Monetary Institute, which has some of the functions of a central bank.

All three types are exempt from income taxes and withholding taxes on dividends. They pay a one-time fee of 50,000 francs when organized and an annual subscription tax of 0.06 percent on net assets thereafter. A depository bank is responsible for asset custody and management supervision of the mutuals. External audits are required and rules and policies are prescribed.

By creating a fiduciary arrange-

ment or a Luxembourg holding company, a private, restricted investment vehicle can be structured outside the supervision of the Luxembourg Monetary Institute.

Luxembourg banks can offer fiduciary services that operate like trusts. Holdings, which are restricted by law to the administration of financial assets, are taxed on the basis of net worth rather than income. There are currently around 6,500 such holding companies registered in Luxembourg.

Like the funds, holdings are exempt from withholding tax on dividends and there is no tax on the proceeds of liquidation and no inheritance tax for the heirs of non-resident stockholders. They pay an initial registration tax of 1 percent of capital and an annual subscription tax of 0.2 percent on equity. A holding company can issue bonds amounting to 10 times its capitalization.

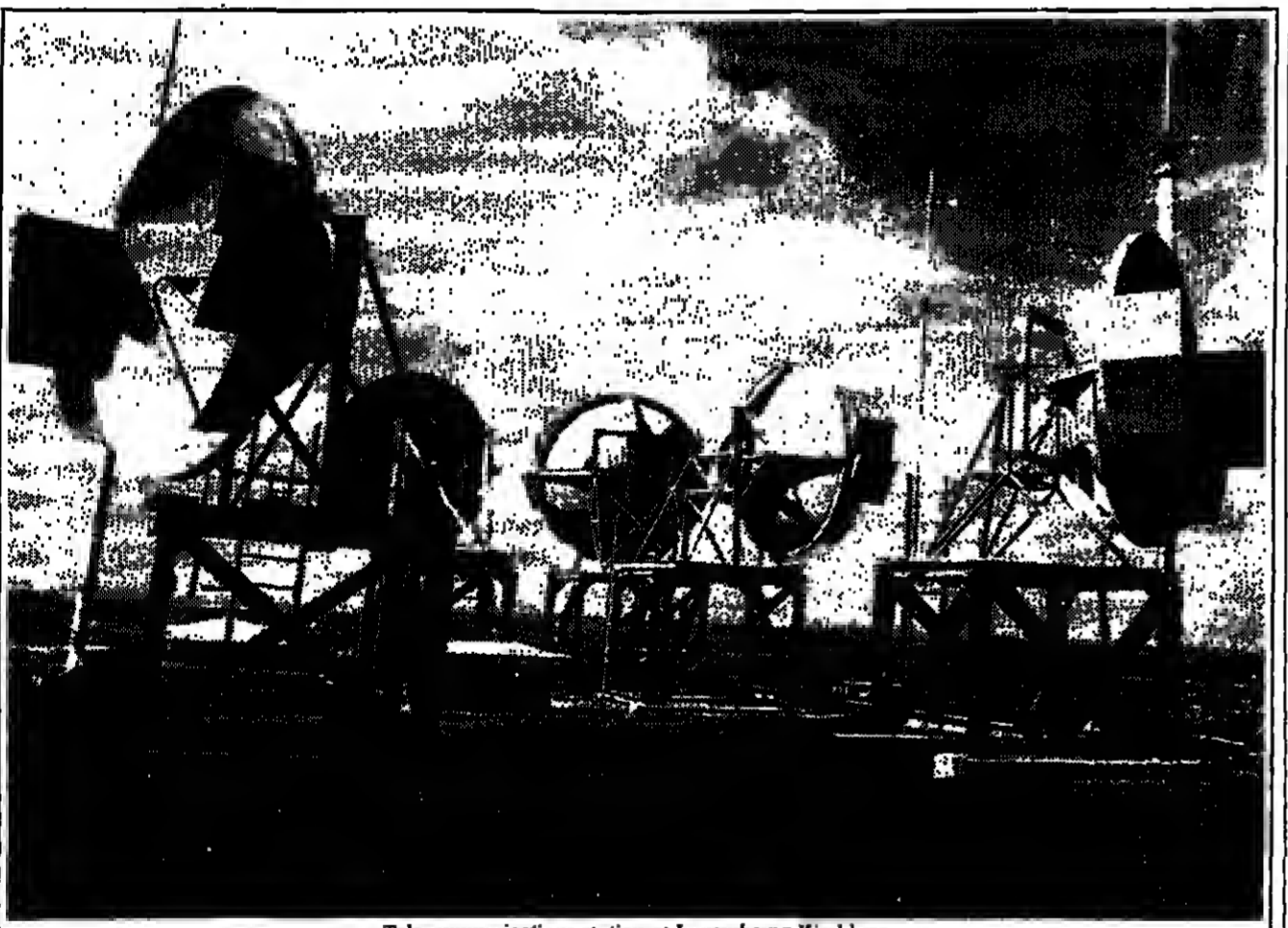
The formal legal framework, supervision and favorable tax treatment make Luxembourg funds particularly attractive to international investors. "People are looking for a legal status and they are looking for a safe country because they eventually have to sell," said

Mr. Pierson, who described Luxembourg as "more conservative, credible and respectable" than those exotic tax havens like the Cayman Islands.

Luxembourg's image of solidity is bolstered by the presence of 30 many well-known, highly respected banks that provide logistical support for the funds, Mr. Pierson said. But he said the Luxembourg authorities are always willing to listen to serious people who come to the Grand Duchy with a new investment idea.

A European Community directive that seeks conformity by Oct. 1, 1989, in the laws of the 12 member countries on the cross-border marketing of investment funds may be giving Luxembourg funds a sort of advantage over other offshore centers for investment funds. Luxembourg is a full EC member and those funds that hope to eventually crack open EC national markets might find it prudent to position themselves in the Grand Duchy ahead of time.

EDWARD ROBY is the Bonn bureau chief of United Press International.



Telecommunications station at Luxembourg-Kirchberg

A connexion with Luxembourg as a financial centre is faster than many people believe.

Only at first glance might banking with us in Luxembourg seem remote. Actually, we're as close as your telephone. And a Luxembourg connection could prove a very attractive asset for you, wherever you operate. In Luxembourg we're strategically placed to serve you in many interesting ways. The focus of our activities is on short and medium-term Eurocredits, as well as trading in foreign exchange, securities and precious metals.

Both corporate and private clients profit from our cross-border financial know-how.

Why not call us (00352 / 452255-1). It may just be the beginning of a highly rewarding relationship.

BfG: Luxembourg Société Anonyme, 2, rue Jean Bertholet, P.O. Box 1123, L-1233 Luxembourg, Telephone: 452255-1, Telex: 1415 BfG lu.

Please send me your brochure "BfG: Luxembourg - Your competent and flexible Euro-market Partner". Name: \_\_\_\_\_ Address: \_\_\_\_\_ CIP-Code: \_\_\_\_\_ Country: \_\_\_\_\_ BHT 09/87

BfG: Luxembourg Société Anonyme

**MY MONEY WORKS FOR ME AT BAYERNLUX, BECAUSE...**

For years, I have been goal keeper of FC Bayern München. Successfully, I have kept out all the bad news. That means, of course, too that I get paid by my club in line with performance and that I invest 'what's over at the end' sensibly and profitably. BAYERISCHE LANDESBANK INTERNATIONAL S.A. in Luxembourg is my partner, a wholly-owned subsidiary of BAYERISCHE LANDESBANK Girmzen-trale in Munich - one of the leading banks in Germany and AAA-rated worldwide. At BAYERNLUX my money generates profit. It is managed by a team of professionals playing on home grounds, because BAYERNLUX is situated at an exceptional international banking centre (strict secrecy, no duties or taxes, direct access to the possibilities of all international financial centres). Strategy and tactics of that team are carefully balanced - I am on a winning ticket with them!

My suggestion for an investment: return this coupon to BAYERISCHE LANDESBANK S.A., Luxemburg, 7-9 bd. Royal. We will be glad to send you detailed information about how my money generates profit. It is managed by a team of professionals playing on home grounds, because BAYERNLUX is situated at an exceptional international banking centre (strict secrecy, no duties or taxes, direct access to the possibilities of all international financial centres). Strategy and tactics of that team are carefully balanced - I am on a winning ticket with them!

My suggestion for an investment: return this coupon to BAYERISCHE LANDESBANK S.A., Luxemburg, 7-9 bd. Royal. We will be glad to send you detailed information about how my money generates profit. It is managed by a team of professionals playing on home grounds, because BAYERNLUX is situated at an exceptional international banking centre (strict secrecy, no duties or taxes, direct access to the possibilities of all international financial centres). Strategy and tactics of that team are carefully balanced - I am on a winning ticket with them!

**Chemical to Cut**  
**Telefónica to Increase 1988 Spending**  
**Central Soya Co.**  
**Li Group Buys**

**Chemical to Cut**  
 Chemical New York...  
**Telefónica to Increase 1988 Spending**  
 Telefónica...  
**Central Soya Co.**  
 Central Soya Co. has announced...  
**Li Group Buys**  
 Li Group has bought...  
**FOREIGN RESERVE**  
 A US...  
 B...  
 C...  
 D...  
 E...  
 F...  
 G...  
 H...  
 I...  
 J...  
 K...  
 L...  
 M...  
 N...  
 O...  
 P...  
 Q...  
 R...  
 S...  
 T...  
 U...  
 V...  
 W...  
 X...  
 Y...  
 Z...

BUSINESS ROUNDUP

Chemical to Cut Staff, Take a Charge

CLEVELAND — Chemical New York Corp. said Monday that it planned to cut its work force by 10 percent, or about 2,100, and sell several businesses to strengthen its performance.

Cleveland-based consumer finance subsidiary, Chemical Financial Services Corp. It did not name the other businesses.

Chemical and other major banks have been faced with increasing pressures on their earnings and capital because of losses on loans to the energy and agricultural sectors and heightened competition from nonbank institutions.

Times Mirror Agrees to Sell Denver Post to Media News

DENVER — The Times Mirror Inc. said Monday that it had agreed to sell The Denver Post to an affiliate of Media News Group Inc. of Dallas for \$85 million.

Whitbread Buys Distiller for £170 Million

LONDON — Whitbread & Co., the British brewer, said Monday that it had agreed to acquire the James Burrough PLC distiller for about £170 million (\$280 million).

The distiller, in which descendants of James Burrough own 70 percent, makes Beefeater gin and also produces vodka.

The offer is flexible, allowing Burrough shareholders to receive either a larger number of Whitbread shares or a larger amount of cash.

Telefonica to Increase Capital For 1988 Spending Plans

PARIS — Spain's semipublic phone company is planning to increase its capital soon to help finance investment in 1988 totaling about \$2.65 billion, company officials said Monday.

The Spanish government, which holds 32 percent of the group's capital, will take up its rights to the equity increase in proportion to its current stake.

Jacobs Suchard Reports 14.5% Rise in Revenue

ZURICH — Jacobs Suchard AG said Monday that group revenue rose 14.5 percent to 2.9 billion Swiss francs (\$1.95 billion) in the first half and it expected an increase in profit for 1987.

Fermenta Backs TRI Bid

STOCKHOLM — Fermenta AB, the troubled Swedish biotechnology company, said Monday that its board had recommended approval of a new offer by Trans Resources Inc. for its foreign units.

Dalgety Reports 23% Profit Rise

LONDON — Dalgety PLC said Monday that pretax profit rose 23 percent to \$92.5 million (\$152.8 million) in the year to June 30, from \$75 million the previous year.

Shearson Is Eliminating 150 Jobs in London

LONDON — Shearson Lehman International, an arm of the big investment bank, is cutting 150 from its staff of 1,400 in London, a company spokesman said Monday.

The Shearson Lehman spokesman said the layoffs were in several areas, including the back office and government bond and equity sales.

Staffing levels at high salaries cut into trading profits already dimmed by growing competition.

Ferruzzi Buying Central Soya Co.

RAVENNA, Italy — Gruppo Ferruzzi said Monday that its holding company, Ferruzzi Agricola Finanziaria, had agreed to acquire Central Soya Co. for around \$170 million.

SEC Zeroes In on a Takeover Tactic

WASHINGTON — The Securities and Exchange Commission is expected to take a step this week toward abolishing a controversial tactic used in corporate takeovers.

Sony's Interest in Video Software Led to Talks on CBS Records

TOKYO — Sony Corp. said Monday that its attempt to buy the records group of CBS Inc. would enable it to acquire video software, one of Sony's main goals.

Li Ka-shing Buys 4.9% Stake

HONG KONG — Li Ka-shing, chairman of the C&W group, said Monday that he had bought a 4.9 percent stake in the company.

Fidelity Pacific Fund S.A. Annual Meeting

INCORPORATED UNDER THE LAWS OF PANAMA. NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS. October 15, 1987.

FUERZA AREA ARGENTINA - ARGENTINE EMBASSY PUBLIC BID FOR SALE N° 01/87 - DGA. SALE OF "BURROUGHS B-7821 COMPUTER EQUIPMENT COMPONENTS".

Ferruzzi said the agreement was subject to the completion of certain formalities.

In several takeover battles in recent years, controlling blocks of a target company's stock have been bought on the open market, largely from arbitrageurs, at the end of a tender offer.

Another reason for the proposal is that the SEC's position has not fared well in the courts.

Buying the CBS record group would also strengthen Sony's ability to control and direct production of optical software and hardware.

Dalgety said revenue rose 1.8 percent to \$5 billion during the year, from \$4.91 billion the previous year.

KIGA INDUSTRIES PLC (Incorporated under the laws of the United Kingdom). Offer for Subscription under the laws of the United Kingdom of up to 2,500,000 Ordinary shares of 25p each at 110p.

Sony's interest in video software led to talks on CBS Records.

Li Ka-shing, chairman of the C&W group, said Monday that he had bought a 4.9 percent stake in the company.

Another reason for the proposal is that the SEC's position has not fared well in the courts.

Buying the CBS record group would also strengthen Sony's ability to control and direct production of optical software and hardware.

Some share analysts believe Mr. Li's interest in C&W stems from the British company's controlling interest in Hong Kong Telephone.

FOREIGN & COLONIAL RESERVE ASSET FUND. A: U.S. DOLLAR "CASH" \$1026. B: MULTICURRENCY "CASH" \$1423.

FIDELITY PACIFIC FUND S.A. INCORPORATED UNDER THE LAWS OF PANAMA. NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS.

Features of the system: The Kiga Series 500 Processing Plant has been successfully tested in an assembly line environment.

Until now, this technology has not been capable of preserving solid foods in a manner acceptable to the public and to the Food Processing Multinationals.



CURRENCY MARKETS

Dollar Rebounds on Short-Covering

NEW YORK — The dollar rebounded in New York and Europe Monday after a period of short-covering...

Table with columns: Currency, Bid, Ask, Spread, etc. for various international currencies.

London Dollar Rates... The dollar failed Monday afternoon to break through what was described as a resistance point of 1.8225 DM in Europe...

NARODNY: For Soviet Bank in U.K., 2 'Big Bangs' FRANCE: Cuts Viewed as Political

(Continued from first finance page) Narodny's pretax profit was nearly halved in 1986, to £22 million from £43 million in 1985...

Officials said a large slice of Narodny's profit came from trading in the London currency market, but they declined to provide a figure.

East-west from the financing of the international market. It raised \$35 million through an issue of floating-rate certificates of deposit last year...

(Continued from first finance page) Also critical of Mr. Chirac's financial policies is Pierre Bergery, socialist minister under the former Socialist government...

MATIF Sets New Contract

BURGENSTOCK, Switzerland — After two postponements, bond options contracts will begin trading in early November on France's financial futures market...

Italy Issues Bonds For \$1 Billion

LONDON — Italy borrowed \$1 billion in the international bond market on Monday, making one of the largest issues ever of Eurobonds...

Recent Soviet Legislation Aimed at Promoting Joint Ventures

Recent Soviet legislation aimed at promoting joint ventures between Western companies and ministries in the Soviet Union has created an attractive new niche for the bank Narodny...

TOSHIBA: U.S. Firms, Fearing Repercussions, Lobby Against Import Ban

(Continued from Page 1) parts supplied by the Japanese company, sources in government, industry and Congress said.

with Toshiba and other foreign high-technology companies are so complex and intertwined that there is virtually no way to avoid serious economic damage.

Other non-involved include the American Electronics Association, the Computer and Business Equipment Manufacturers Association, the Business Roundtable and recently, the National Association of Manufacturers.

Monday's OTC Prices. NASDAQ prices of 1,431 New York firms. Via The Associated Press.

Table A: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like ADC, AIG, etc.

Table B: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like BAC, BAX, etc.

Table C: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like C, CAG, etc.

Table D: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like D, DAI, etc.

Table E: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like E, EAT, etc.

Table F: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like F, F, etc.

Table G: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like G, G, etc.

Table H: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like H, H, etc.

Table I: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like I, I, etc.

Table J: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like J, J, etc.

Table K: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like K, K, etc.

Table L: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like L, L, etc.

Table M: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like M, M, etc.

Table N: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like N, N, etc.

Table O: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like O, O, etc.

Table P: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like P, P, etc.

Table Q: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like Q, Q, etc.

Table R: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like R, R, etc.

Table S: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like S, S, etc.

Table T: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like T, T, etc.

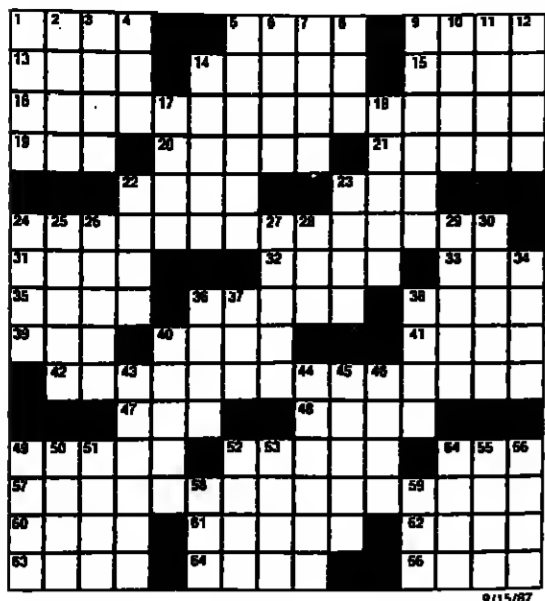
Table U: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like U, U, etc.

Table V: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like V, V, etc.

Table W: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like W, W, etc.

Table X: 12 Month High Low Stock Div. Yld. Sales in \$ Mil. High Low 4 P.A. OTC. Lists various stocks like X, X, etc.

Monday's AMEX Closing. Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.



**ACROSS**

1 Salver  
5 Comic Wilson  
8 Family name  
13 Ship's creation at sea  
14 Occupation  
15 First-floor apartment  
16 Words from John Lyly  
18 Second-highest pinochle card  
20 Gold of "Benson"  
21 Tooth: Comb. form  
22 Price  
23 Fashionable resort  
24 Words from George Herbert  
31 Event for Irwin  
32 Carol  
33 Utter  
35 Superman  
36 Throb  
38 TV's Hawkeye  
39 Period  
40 Flatfish  
41 Twins or socks, e.g.  
42 Words from Robert Burton  
47 Corn unit

**DOWN**

1 Taunt  
2 Deserve  
3 Related  
4 Nod's meaning  
5 Snowman of song  
6 Papa of TV's "Mama"  
7 In a lazy way  
8 Foot: Comb. form  
9 As... gold  
10 ... many words  
11 "I've to... London..."  
12 Borscht, e.g.  
13 Ingredient  
14 Contort  
17 Cupid  
18 Actor in "Fiddler..."  
22 Penny  
23 Snick and...  
24 Jab  
25 Verdi work  
26 Mercenary  
27 Creek  
28 Help!  
29 Moslem faith  
30 Gymnast  
31 Comaneci  
34 Word with arm or stick  
36 ... Clare (nun)  
37 Rubber tree  
38 Minked  
43 Clergyman  
44 Gaffer's posture  
45 Arterial trunk  
46 Pre-  
48 Filled with reverence  
50 Call  
51 Moran of "Happy Days"  
52 Cla-egian  
53 Maximum  
54 ... Misbehavin' ...  
56 By (mechanically)  
58 Recognized  
59 Tea engram  
59 Petrol

PEANUTS



BLONDIE



BEEBLE BAILEY



ANDY CAPP



WIZARD OF ID



REX MORGAN

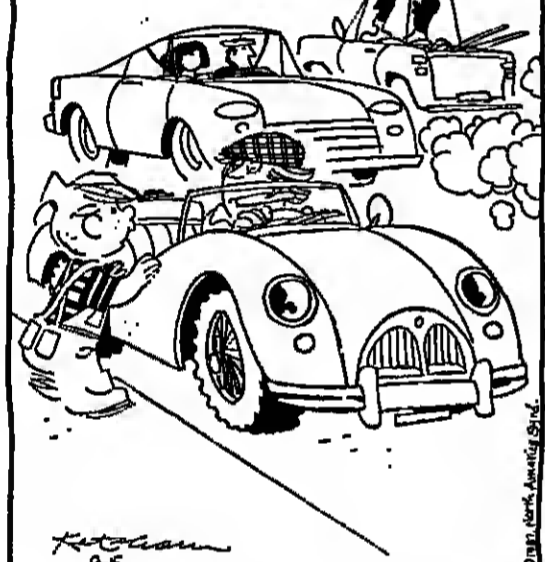


GARFIELD



© New York Times, edited by Eugene Maletka.

DENNIS THE MENACE



"That's cute. What kind of car will it be when it grows up?"

JUMBLE

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

**NABOR**  
O O O O

**FAZUG**  
O O O O

**ELYSEP**  
O O O O

**CLEMUS**  
O O O O

Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Print answer here: O O O O O O O O

Yesterday's Jumble: GORGE FATAL BLOUSE PARADE  
Answer: What the defendant's lawyer was using on the jury—TEAR "GAS"

WEATHER

EUROPE		ASIA	
High	Low	High	Low
Aberdeen	5	4	5
Amsterdam	10	10	10
Barcelona	16	16	16
Berlin	15	15	15
Bombay	28	28	28
Buenos Aires	18	18	18
Calcutta	28	28	28
Canton	28	28	28
Cebu	28	28	28
Colon	28	28	28
Hankow	28	28	28
Hong Kong	28	28	28
Kobe	28	28	28
London	14	14	14
Lyons	14	14	14
Manila	28	28	28
Medan	28	28	28
Osaka	28	28	28
Paris	14	14	14
Perth	14	14	14
Rangoon	28	28	28
San Francisco	14	14	14
Seoul	14	14	14
Singapore	28	28	28
Taipei	28	28	28
Tokyo	14	14	14
Yokohama	14	14	14

World Stock Markets

Via Agence France Presse Closing prices in local currencies, Sept. 14.

Market	Index	Change
Amsterdam	3284	+12
Bombay	1270	+10
Buenos Aires	1000	+15
Calcutta	1200	+10
Canton	1200	+10
Cebu	1200	+10
Colon	1200	+10
Hankow	1200	+10
Hong Kong	1200	+10
Kobe	1200	+10
London	1200	+10
Lyons	1200	+10
Manila	1200	+10
Medan	1200	+10
Osaka	1200	+10
Paris	1200	+10
Perth	1200	+10
Rangoon	1200	+10
San Francisco	1200	+10
Seoul	1200	+10
Singapore	1200	+10
Taipei	1200	+10
Tokyo	1200	+10
Yokohama	1200	+10

BOOKS

**DUKE ELLINGTON**  
By James Lincoln Collier. Illustrated. 340 pages. \$19.95. Oxford University Press, 200 Madison Avenue, New York, N. Y. 10016.

Reviewed by Michiko Kakutani

"I THINK the artist's true position is that of an observer," Duke Ellington once declared. "Personal emotion could spoil his piece of resistance." Certainly his autobiography, "Music Is My Mistress," published back in 1973, purveyed a portrait of an aloof, willfully private individual. This new biography by James Lincoln Collier, a jazz critic, not only reinforces this picture of Ellington, but also argues that his decorous detachment—his tendency to stand apart from family and friends, his need to manipulate people from a polite distance—indelibly shaped his working methods and the nature of his compositions.

Collier goes so far as to argue that Ellington was less a composer in any strict sense than a masterful orchestrator of other talents—or, to use some of the author's metaphors, "the ringmaster of a circus" or "a master chef" skilled at mixing a variety of musical ingredients.

But while Collier credits Ellington with creating "the musical machine" that produced over 3,000 compositions, he also contends that "the preeminence of much of the work is obscure." He notes that many of the contrapuntal or answering lines in well-known works were suggested by members of the band, and that

Solution to Previous Puzzle

DAFT GLAD MOLE  
AVOID LOPE TIBIS  
DUCE OPELIMINIS  
ERR DUB DEISE  
LIVE GORE  
PAGE PHASE  
RUPT SLAT TEMP  
SIB BATTRES IOU  
OARD BUCK PAPAN  
KROME MIGHTY  
QUAR SPINET  
HALITE INN BID  
SEVENTEEN EVADE  
KEEL VILE RILES  
TOLE ENDS PLAT

CHESS

By Robert Byrne

ONE cannot let brashness be the prerogative of youth. It is too important a commodity. Even those like Anatoly Karpov, who have a penchant for conservative, error-free play, must realize it is conducive to draws. Moreover, forever being careful, with the idea of exploiting the opponent's mistakes can have a deadening effect on one's play.

Either Viktor Korchnoi understands this or he just gives greater rein to his innate combativeness, because his play, at the age of 56, is no less audacious than it was 30 years ago. Obscure the normal approach Korchnoi took against the King's Indian Defense put forth by the Yugoslav grandmaster Kramosyl Hulak in the 10th round of the Interzonal Tournament in Zagreb, Yugoslavia. He boldly allowed his QB to be trapped and then ingeniously showed that he could recover equivalent material plus a winning position for it.

It is typical of Korchnoi's versatility that he is just as much at home in the Samisch or the King's Fianchetto Variations as he is in the Classical B-K2, which he chose this time.

The development 7...N-B3, in putting more pressure on the center than the chief alternative, 7...QN-Q2, encourages White to advance 8-Q5, which brings about a sharp, two-edged position. One can see the issue clearly after

Giants Versus Super Gamers

the central melodies, too, frequently "originated in somebody else's head."

"Given all of this," Collier continues, "we are entitled to question not just whether Ellington was America's greatest composer but whether he was a composer at all."

Such conclusions are bound to be controversial, and Collier tries to ground his arguments carefully in close readings of individual compositions. But whether or not one agrees, the volume remains interesting in the light of Ellington's work methods and the aesthetic motifs and patterns of his compositions.

Though he makes few efforts to penetrate Ellington's cool, masklike demeanor, Collier succinctly sketches in the musician's greatest middle-class childhood in Washington, which would endow him with a lasting sense of class and racial pride; his lengthy apprenticeship as a musician and composer; his successes at the Cotton Club, on the road and in Europe; his putting together of "the classic Ellington band" (which included Joe "The Boss" Henderson, Cootie Williams, Lawrence Brown, Harry "Sweets" Edison and Bigard); and his gradual dissolution in the late '40s. He puts Ellington's career in perspective with the problems faced by other blacks in the entertainment industry, and situates his achievement within the context of changing fashions in jazz.

Like many critics, Collier believes that Ellington's finest work was done in the three-minute form (which resulted in such pieces as "Black and Tan Fantasy," "Daybreak Express," "Concerto for Cootie" and "Ko-Ko"), but his longer, concert pieces suffered from As he has seen it, Ellington sabotaged himself in later years by indulging his "weakness" for grander things, and his desire to win recognition as a highbrow artist, and consequently paid less and less attention to the short pieces that he excelled.

"When jazz becomes confounded with art," Collier writes, "passion flies out and pragmatism flies in. I believe that what people misunderstand is to see as the important act of a pianist's always was created out of a wish to act directly and immediately on the real feelings of people."

—to persuade, influence, entertain, disturb, amuse, or excite at least some people. Duke Ellington's best work was created to do just that.

Michiko Kakutani is on the staff of The New York Times.

Chess

BUBB, with clear positional superiority for White.

Moreover, 18...P-P6, N-B3? B-R1; 20 P-B6, N-B3? B-R1; 22 QN-Q2, B-R1; 23 P-Q3, B-R1; 24 K-R1.

After 18...N-B1; 19 P-B-R1; 20 P-B6, N-B3? B-R1; 21 N-K2, Hinkal had killed the white QB, but Z268 yielded Korchnoi a material balance of rook-plus-pawn. Besides, with the black QB trapped at Q1, White's positional advantage was decisive.

On 32 B-B1, Hulak could not capture with 32...QxP because of 33 R-Q1, Q-N5; 34 Q-Q2 would win a piece.

In a totally miserable position, the Yugoslav threw away his QB with 32...QxP, hoping against hope that on 33...QxP, Korchnoi shot down the idea at once with 34 R-R1; N5; 35 N-K6, the point being that on a rook move, 36 R-B1 N1 wins the black queen. Hulak gave up.

But what about Hulak's 14...R-N3; 15 B-R1, P-N3, trapping the venturesome white bishop? The battle of this game was how Korchnoi retrieved it.

Thus, on 18 R-B1, it would have been futile for Black to play 18...Q-R1 in view of 19 P-P, NxBP; 20 R-N1, PxR; 21

Chess

Chessboard diagram showing a game position.

Position after 13...P-Q3

Chessboard diagram showing a game position.

Position after 13...P-Q3

Scoreboard

League Leaders

Major League Leaders

Minor League Leaders

Scoreboard

TUESDAY'S FORECAST - CHANNEL: Slightly choppy. FRANKFURT: Partly cloudy. MADRID: Partly cloudy. NEW YORK: Partly cloudy. PARIS: Partly cloudy. TOKYO: Partly cloudy.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

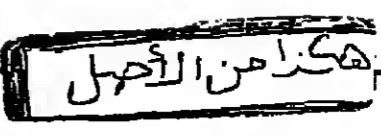
TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.

TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777. TELETYPE: 1-800-368-3777. FAX: 1-800-368-3777.



SPORTS

Open Rain Raises Money Matters

By Peter Alfano
NEW YORK — There is always a first time, and the steady rain that fell on the Stadium Club, forming pools on the Deco II surface and drenching a dozen spectators in rose-colored glasses sitting under umbrellas, meant that the U.S. Open would be extended for at least one day. That had not happened in the nine previous years the tournament had been played at the National Tennis Center.



When Stump Mitchell carried the football, he attracted more attention from the Cowboys than he would have liked. Still, the Cardinals won the NFL season opener, 24-13.

Giants Versus Bears: A Super Game Even If Not a Super Bowl

By Frank Litsky
NEW YORK TIMES SERVICE
CHICAGO — On paper, it was a season matchup: the New York Giants, who won the last Super Bowl, against the Chicago Bears, who won the previous Super Bowl. They had the best records, 14-2, in professional football last season and may be the two best teams this season.

NFL FOOTBALL

The Bears' offense will suffer if Jay Hillenberg, the center, cannot function well. The partially torn rotor cuff in his shoulder will be protected by a harness. His only backup is John Adickes, a rookie.

Canada Beats Soviet In Longest Cup Game

By Robert Facher
WASHINGTON POST SERVICE
HAMILTON, Ontario — Mario Lemieux's third goal of the contest, after 30 minutes, 7 seconds of sudden-death overtime, gave Canada a 6-5 victory Sunday night over the Soviet Union in the longest game in the history of international hockey.

Mets Stop Cardinals To Keep Race Alive

By Joseph Durso
NEW YORK TIMES SERVICE
NEW YORK — The New York Mets salvaged one game of a punishing weekend when David Cone pitched them to a 4-2 victory Sunday over the St. Louis Cardinals, who left town with a 2½ game lead in the National League East Division with 21 games to play.

BASEBALL ROUNDUP

The season there on the weekend of Oct. 2. They also were in no position to take another defeat. So, they endured one delay of 1 hour, 43 minutes before the game began and another of 1 hour, 41 minutes after Coleman opened the contest with a single off Cone.

Chess

Chess
The chess world was in a state of excitement as the World Chess Championship match between Garry Kasparov and Anatoly Karpov continued.

Grand National Switched to Sunday

LONDON — The Grand National, the world's top steeplechase race, will be run on Sunday next season to provide an historic launch of Sunday horse racing in Britain, the Jockey Club has announced.

Transition

Transition
The transition from a traditional career to a more flexible work arrangement is becoming a common theme for many professionals.

Epilepsy Ends the Career Of Welter Champ Marsh

LONDON — Terry Marsh, the international boxing Federation world welterweight champion, has quit the ring after discovering that he is suffering from epilepsy.

SCOREBOARD

Table with columns for Major League Leaders, Sunday's Major League Line Scores, and Major League Standings. Includes data for American League and National League.

Football

Table with columns for NFL Standings, CFL Standings, and European Soccer. Includes American Conference, National Conference, and Spanish First Division.

Tennis

Table with columns for U.S. Open Results, Wimbledon, and Eastern/Western Divisions. Includes women's and men's results.

NFL FOOTBALL

Advertisement for NFL Football featuring the text 'SEE YOUR TEAM PLAY EVERY WEEK!' and 'ORDER BY PHONE OR TELETYPE'. Includes details about subscription services and contact information for Pontel.

PEOPLE

CBS Blank for 6 Minutes After a Rather Walkout

Television sets tuned to CBS went blank for six minutes after Dan Rather, anchorman of the "Evening News," left the set to complain that tennis coverage was pre-empting the news. Rather said his staff were in Miami for the visit of Pope John Paul II, preparing to go on the air Friday, when they were notified that coverage of the U.S. Open tennis tournament might extend into the news broadcast's time. At 6:30, according to several CBS news staff members, Rather was in his anchor chair. When CBS Sports did not end its coverage, Rather unhooked his microphone and left to telephone Howard Stringer, president of CBS News and protest. At about 6:32, CBS Sports went off the air, but without Rather, the "Evening News" did not go on. Instead, no picture was broadcast for six minutes. A second transmission of "Evening News" is made at 7 P.M., but more than half of the CBS affiliates use the 6:30 feed. Lawrence A. Tisch, the CBS chief executive, said later he wished Rather had not left the set, but he said it was "human nature." The only thing I can say to you is, this is something that never going to happen again," Tisch said.

With this issue: The IHT's Centennial Magazine

UN Chief Calls for Gulf Peace Mission and Iraq Reiteration of Security Council's Demand

Secretary-General Javier Perez de Cuellar said Tuesday that the United Nations secretary-general will lead a peace mission on the Gulf coast of Iraq with both Kuwait and Baghdad apparently supporting the mission. Perez de Cuellar said the mission would be a "fact-finding mission" and would not be a "peace mission" as such. He said the mission would be led by a "high-ranking official" and would be "fact-finding" in nature. Perez de Cuellar said the mission would be "fact-finding" in nature and would not be a "peace mission" as such. He said the mission would be led by a "high-ranking official" and would be "fact-finding" in nature.

King Juan Carlos of Spain ruled a few feathers in Santa Fe, New Mexico, when he said he wanted to have as many Hispanics as possible invited to his reception there later this month. State Attorney General Hal Stratton said the king's wishes are "clearly discriminatory" and could violate state law. "There is no exception for foreign monarchs as far as equal protection is concerned," said Stratton. An aide to Governor Garrey Carreras said earlier that only Hispanics would be invited for a morning reception Sept. 29 with the king and Queen Sofia.

A Chinese, Hu Kun, 24, and a Romanian, Gabriel Croitoru, 22, shared second prize in the first Zina Frangescu international violin competition in Aix-en-Provence, France, amid some disappointment that the jury did not award the top prize in the competition's inaugural year. The competition, named after the 82-year-old retired French violinist, is open only to winners of other international competitions.

Backers' Tap NASA Network

Backers' access to the computer network used by the U.S. space agency to gain information on space shuttle boosters, a computer group and a West German news report said Tuesday. The hackers' access to the computer network, including at least 20 National Aeronautics and Space Administration computers from May to September through a flaw in the agency's security system, according to the West German magazine network ARD. The system connects more than 1,000 computers in nine countries to share information on space research, nuclear physics and molecular biology, the report said. It was to be broadcast Tuesday night.

Parsons Aires (Reuters)

Argentina's labour minister resigned Tuesday in disagreement with economic policies. Official sources said that Carlos Alderete, the only Parsons Administration cabinet member, was driven to resign by economic policies he considered excessive and incompatible with the needs of workers.

YOUNG FRENCH WOMAN, 27, Boston origin, seeks a private secretary with minimum 3 years experience in a large international company. Salary negotiable. Paris 46 40 39 78.

INTERNATIONAL STRATEGIC CONSULTANTS SEEK BILINGUAL SECRETARY (French mother tongue)

MINERVE SEES FOR AMERICAN GENERAL MANAGER AND MARKETING MANAGER of French textile company (Paris)

BILINGUAL SECRETARY, word processing, English, French, German, Spanish, Italian, Russian, Japanese, Chinese, etc. Salary commensurate with experience. Good benefits. Tel. 47 58 12 02, ext. 6245.

SELECTION AGENCY Fully Registered Paris 46 40 39 78

NEED A BILINGUAL SECRETARY? Call CR Intercom, 42-61 82 11.

INTERNATIONAL BILINGUE ANGLAIS

ART BUCHWALD

Coming Clean on Jeans

WASHINGTON — What makes America a great country is that it forgives people for their indiscretions on television. Last week Gary Hart was given permission to go on the Ted Koppel show to put his political scandal behind him. At the same time Donna Rice, his ex-girlfriend, was given a TV press conference to promote a product called "No Excuses Jeans."

"What does this mean to the Democratic Party?" I asked Sampson. "Overblown," the leading pundit for "Donkey Business." "I don't think it will affect the party one way or the other," he replied. "You're talking about Mr. Hart's spin-off."

"No, I'm talking about Donna Rice," he said. "They may look attractive but they won't do anything for you in the voting booth."

"Would it have been better if Hart had put on the jeans and Donna had publicly apologized on 'Nightline'?" "I don't think so. Women voters get very upset when a model who sells off with one of their more attractive presidential candidates makes money out of it. I'm not saying that you shouldn't cash in on a political scandal, but if you take it too far something like this could hurt the jeans business."

I asked, "Was Hart consulted by the manufacturers about 'No Excuses Jeans'?" "I'm certain he wasn't or he would have apologized for them too. This is one they can't blame on

Unveiling the Enigma of Kurt Weill

By John Rockwell

NEW YORK — For several perfectly plausible reasons, Kurt Weill (1900-1950) remains an enigma to most music lovers, with much of his work unknown and unheard. They link his name with Lotte Lenya and "The Threepenny Opera," with "The Rise and Fall of the City of Mahagonny" and maybe — if memories stretch back far enough — with "September Song" and a few dimly remembered Broadway musicals. But of a coherent body of work, let alone a fixed reputation in the history of music, there is only the sketchiest notion.

This state of affairs has to do with Weill's complex life, with his dismissive attitude toward his own past, with larger intellectual polemics of this century that touch on Weill and with confusion and competition among his executors and scholarly champions.

But there are signs that some of these issues are being resolved. The old polemical passions may be dying out; Weill's champions are mounting a united front, and this comes at a time when the purport for a re-evaluation of his achievement. Once dismissed as a talented composer who went astray, seduced first by fashionable Berlin leftism in the 1920s and then by the Mammon of Broadway in the '30s and '40s, Weill can now be seen as perhaps the most important precursor of the worldwide movement today that hopes to revitalize opera by infusions of energy from the popular musical theater.

Saturday night, the annual American Music Theater Festival in Philadelphia, which counts as one of America's most important forums for post-Weillian musical-theater hybrids of every sort, got underway and will run until Oct. 11. On Thursday, a two-week, six-part Kurt Weill Festival will begin at the Merkin Concert Hall in New York, partly sponsored by the Kurt Weill Foundation for Music, which under the direction of Kim Cowalk, the musicologist and Weill biographer, has led the efforts to clarify and enhance the composer's reputation.

Also on Thursday, there will be a reception honoring the foremost Weill scholar, David Drew, an Englishman whose "Kurt Weill: A Handbook" — basically a comprehensive catalogue of works with academic addenda — is about to be published by the University of California Press. Drew is poised, after years of expectation, to produce in forthcoming years his long-awaited, multi-volume critical biography of the composer.

Weill contained within himself a set of powerful opposites. They expressed themselves first as tensions that impeded his

artistic growth — even Drew, at the close of his New Grove Dictionary entry on the composer, called him "one of music's great might-have-beens" — but ultimately they charge his legacy with energy and interest.

Weill was a classical composer, trained at the highest level, who seemed to reject the German idealist tradition in favor of radical leftism and a deliberately simple, popularly inflected style. He was a Jew among Germans as the Nazis rose to power, a principal symbol for the German right of the "cultural Bolshevism" they loathed during the democratic Weimar Republic. Perhaps most dramatically, he became an American citizen, composing his Broadway shows and sometimes trying to pretend that his complex past didn't exist. Finally, at the age of 50, when there were signs that he was on the verge of synthesizing many of these opposites, he died of a heart attack brought on by a coronary condition he had apparently also tried to deny.

At every step in this remarkable artistic evolution, Weill found himself offending those who had admired him at the previous stage of his development. When he associated himself with Bertolt Brecht, Georg Kaiser and others of the 1920s Berlin avant-garde left, he horrified his teacher, the politician aestheticist Ferruccio Busoni, and troubled his classically inclined publisher, Universal Edition of Vienna. His subsequent development shocked his leftist-modernist allies; they saw in his American career only a craven capitulation to commercialism.

Driven from Germany in 1933, his first New York venture was a collaboration with Max Reinhardt on a grandiose pageant of Jewish history that was eventually presented in a much-revised form at the Manhattan Opera House in 1937, under the title "The Eternal Road." Thereafter, he settled into composing Broadway musicals, a two-week, six-part Kurt Weill Festival will begin at the Merkin Concert Hall in New York, partly sponsored by the Kurt Weill Foundation for Music, which under the direction of Kim Cowalk, the musicologist and Weill biographer, has led the efforts to clarify and enhance the composer's reputation.

Also on Thursday, there will be a reception honoring the foremost Weill scholar, David Drew, an Englishman whose "Kurt Weill: A Handbook" — basically a comprehensive catalogue of works with academic addenda — is about to be published by the University of California Press. Drew is poised, after years of expectation, to produce in forthcoming years his long-awaited, multi-volume critical biography of the composer.

Weill contained within himself a set of powerful opposites. They expressed themselves first as tensions that impeded his



Kurt Weill in 1935

what he composed earlier? The prejudices against this later music run deep, and color even the opinions of a loyalist like Drew. They derive in part from dismissive Brechtians, eager to devote Weill to the status of a mere provider of incidental music for their hero. But more generally, the European left can see little but decadence in a commercial theater aimed at the middle classes, and little but compromise in the collaborative process, keyed to box-office needs, that goes into any Broadway musical.

Weill's admirers offer several counter-arguments. Perhaps the commercial theater represented a needed corrective to a modernist exclusivity that had drifted too far from the tastes of most audiences. Perhaps collaboration underlies any operatic venture, and to pretend otherwise is to impose a naive auteur theory on operatic history. Weill had given ample signs of a growing disenchantment with the leftist state-supported theater in Berlin in the late '20s, and seemed eager, after the commercial success of "The Threepenny Opera," in 1927, to explore private theater as an ave-

nue for musical and societal reform. When he came to America, he made the decision to work with what existed, rather than to molder in contemptuous isolation, as did some European intellectuals. He chose his collaborators (Maxwell Anderson, Ira Gershwin, Moss Hart, S.J. Perelman and Ogden Nash, among others) from among Broadway's elite, and by the '40s was attempting to elevate commercial musicals to a higher artistic level. True, he was no longer trying to inspire overt political or social revolution; perhaps that was more Brecht's intent than Weill's. But he continued to pick at least some subjects that dealt boldly with social issues from a leftist perspective.

By no means everything Weill created in America was representative of his best work, free from compromise or expediency. But both his goals and his accomplishments may have been more consistent than his critics contend. Certainly, they are worthy of more serious study than they have received, and that is an omission that the Weill Foundation is busily attempting to rectify.

Weill's populist work, dismissed by Schoenbergian modernists and Stravinskian neo-classicists alike, has proven prophetic — apart from how posterity eventually judges its quality. In America, he was a pioneer in a movement of composers determined in one way or another to wed the tunelessness and diatonic harmonies of Broadway with the more elevated operatic tradition. Marc Blitzstein's "Cradle Will Rock" (1937) was directly influenced by Weill and the Brechtian aesthetic. But other composers either reveal a sympathy with Weill's ideas or were working in a similar vein: George Gershwin, Richard Rodgers and Oscar Hammerstein II, (with their deliberately serious plot lines), Virgil Thomson, (on the verge of the new classical crises to come), Gian Carlo Menotti, Leonard Bernstein and Stephen Sondheim.

Today, musical life is full of efforts to perceive musical theater whole, not to pretend that there is no difference between opera and Broadway, but to see their links and to encourage composers attempting interesting hybrids. The American Music Theater Festival in Philadelphia is one such effort, as is the New York City Opera, with its repertory blending musicals, operettas and operas. But quite apart from its subsequent impact, Weill's music gives sophisticated, heartfelt pleasure to a tangible audience, and there's a lot of it still out there awaiting exploration and intelligent re-availing. It will only be after further study and, above all, further acquaintance with the actual music that the mystery of the real Kurt Weill can finally be resolved.

INTERNATIONAL CLASSIFIED

CONGRATULATIONS and BIRTHDAY MESSAGE CENTER

ANNOUNCEMENTS

USADIRECT Calling the U.S. from overseas is fast and easy with USADIRECT service. Plus, you will enjoy these advantages:

ALLIED WORLDWIDE MOVING

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

REAL ESTATE FOR SALE

International Business Message Center

BUSINESS OPPORTUNITIES

OFFSHORE COMPANIES

BUSINESS SERVICES

FINANCIAL SERVICES

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

BUSINESS SERVICES

FINANCIAL SERVICES

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

DIAMONDS

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE

SECRETARIAL POSITIONS AVAILABLE